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Board of Trade Journal

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A hard look at the world's most prosperous market – The United States of America 1339
Hopes for growth of trade with Norway and Sweden . . 1341
Anglo-Danish trade 1341
Mr. Douglas Jay's visit to the NE 1342
More skilled workers go to North-east 1342
Export Minister to visit Poland 1342
Birthday Honours for services to export 1342
Australex tour concluded 1343
Big new sales opportunities in Canada 1343
Imports of fresh apples 1344
Imports of fresh pears. 1344
NRDC moves to new offices 1344
Programme for development of machine tool industry . . 1344
Imports of chemicals 1344
Committee of inquiry into pharmaceutical industry and NHS . 1344
Drawback application on imported yeasts used in some export products 1344
New Books 1345

STATISTICS
The economy: selected indicators 1346
UK Trade in May 1347
New safety glass factory at Larkhall 1347
Wholesale Price Indices. Higher output prices 1348
Metal working machine tools deliveries and orders in March . 1352
Business Monitor: Production Series 1353
Marine inquiry 1353
HM Coastguard appointment 1353
Turnover of the catering trades in April 1354
Registrations of British and foreign films 1354
Sales by wholesale textile houses 1355
Manufacturers' agents congress 1355
Government surplus sales by auction 1356

EXHIBITIONS AND FAIRS
Mr. Douglas Jay's statement on the British Week in Amsterdam 1358
The 17th Luxembourg International Fair 1358
Changes in Trade Fairs and Exhibitions announcements . . 1358

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
United Kingdom and Poland. Yugoslavia and Turkey. Tunisia and Pakistan 1363
Information for exporters 1364
Export Tours 1370

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Australia: Dumping duty on phosphoric acid. 1378
Chile: Import regulations (1). Import regulations (2). Amendments to import list. Further amendments to import list . . 1380
Costa Rica: Consumption tax on motorized bicycles, motor cycles and scooters. Consumption tax on ladies' stockings 1380
Colombia: Prior deposits on imports 1381
Congo, Democratic Republic of the: Price control on imports . 1376
East Africa: Tariff changes 1377
El Salvador: Exchange control 1380
France: Liberalization of imports 1382
Germany, Federal Republic of: Standards of purity in food manufacture 1382
Ghana: Decimal currency 1377
Greece: Modifications to Greek customs tariff . . . 1382
Irish Republic: Import quotas 1382
Kenya: Import licensing regulations 1376
Morocco: Global import quotas 1372
Netherlands, The: Import duty tariff quotas 1382
Peru: Amendments to import tariff 1381
Rhodesia: Customs tariff changes 1376
Sierra Leone: Invoice regulation 1377
South Africa, Republic of: Customs tariff application. Further customs tariff application 1377
Syria: Nationalization of cotton industry 1376
Turkey: Goods held in Customs Houses 1382
United States: Investigation of imports of clinical thermometers. Federal Insecticide, Fungicide and Rodenticide Act . 1381
Venezuela: Import licensing restrictions. Higher duties on animal foodstuffs. Import licence requirements. Import licensing restrictions. Import licensing restrictions: automobile electrical accessories. Import licensing restrictions: fishing nets and lines. Import licensing restrictions: galvanized sheets and plates. Import duties: curtain rails, etc. Import duties: glass or crystal tableware. Import duties: aluminium household ware. Customs duty: powder puffs . 1378
Hints to businessmen visiting UAR (Egypt) and Iran . . 1376
Hints to businessmen visiting Paraguay, Kenya, Sierra Leone and Panama 1377
British Government offices in Winnipeg 1381

INDEX TO STATISTICS 1384

Front cover photograph

Chemicals 'labelled' with the radioisotope carbon-14, are sealed into ampoules at the Radiochemical Centre, Amersham. The Centre—part of the Atomic Energy Authority—recently celebrated its 25th anniversary. Once a wartime factory manufacturing luminous paint for aircraft, now it is a flourishing commercial concern producing over 150 radioisotopes (available in more than 1,000 chemical compounds) as well as radiation appliances. In 1964, more than 50,000 consignments were supplied to industry, medical centres and research establishments all over the world. Their total value was £1.9 million with £1 million earned from exports.

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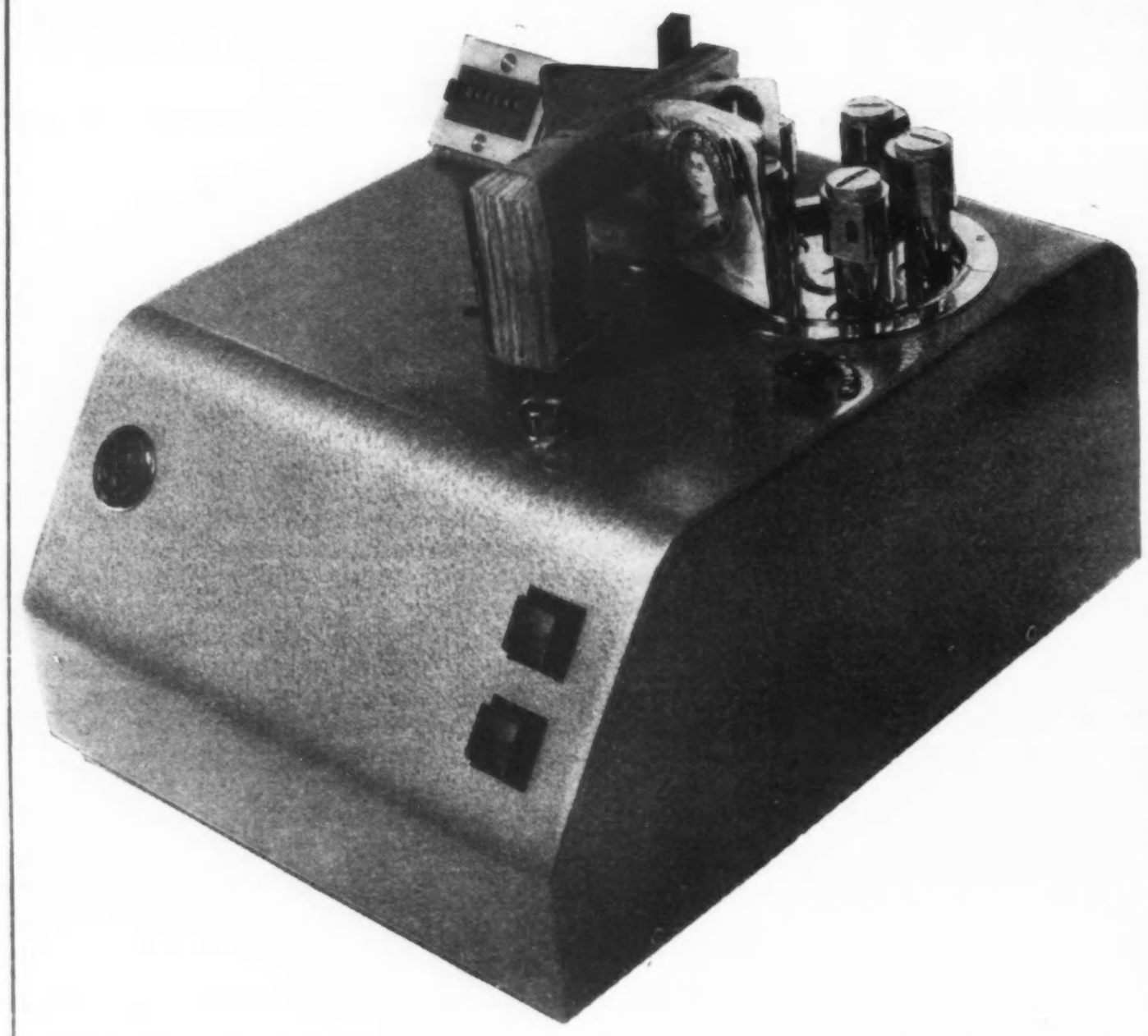

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BRITAIN'S BIGGEST MARKET—1

A hard look at the world's most prosperous market — the United States of America

By C.B.B. Heathcote-Smith, CBE,
HM Counsellor (Commercial),
British Embassy, Washington

This is the first of a series of articles on trading prospects in the United States and how Britain's exports to this vast market can be increased

The prototype Convair 600 fitted with Rolls-Royce Dart R.Da.10 propjets was rolled out by General Dynamics at San Diego, California last month in preparation for its first flight. Certification of the Convair 600 (240D) seen here is planned to be completed in September and deliveries to airlines will start in October. A second Convair 600, a Dart-powered 340/440D aircraft, is scheduled to make its first flight in August. Delivery of this later version is planned to start in November. A total of 51 Dart-powered Convair 600 airliners have so far been ordered by four American operators – Central Airlines (10), Trans-Texas Airways (25), Hawaiian Airlines (7) and Caribbean Atlantic Airlines (9) – under the General Dynamics propjet modernization programme for Convair 240 and 340/440 aircraft announced in November 1964. The conversion could be applied to about 1,000 aircraft and is being studied by a number of world operators.

THE RECORD BOOM in the United States is now entering its fifth year with no signs of a downturn. If ever there was a time to sell to this affluent and flourishing market it is now.

There are over 190 million Americans increasing by about three million a year. They have a vast capacity for buying consumer goods of every description. An idea of the scale can be given by taking one firm only, Sears Roebuck & Co., the big Chicago mail order house who also have a chain of department stores all over the country. Their mail order and retail sales in 1964 totalled $5·9 billion (over £2,100 million). They are the biggest, but there are countless other similar large businesses. Imported goods are to be found in nearly all of the bigger department stores.

With regard to non-consumer goods, American industry is massive, and continually expanding. Capital spending totalled $44,900 million in 1964 and in 1965 is expected to rise by 12 per cent. Industry is buying machinery, components and raw materials, and is ready to consider buying anything, including equipment from abroad, that might reduce costs and increase production in a fiercely competitive market.

Imports part of the daily scene

The United States today is more internationally minded than ever before in terms of trade. Although for balance of payments reasons there is a great drive to increase exports, the concept of 'trade not aid' is accepted, and as a result imports have been rising steadily during the past five years and have a much more ready acceptance. Since the war, millions of Americans have travelled to Europe and elsewhere and acquired a taste for foreign goods, which are bought for their novelty, design and quality. Thus resistance to foreign goods has broken down and today they are to be seen over the whole country. The East and West Coasts, more exposed to foreign influences, are the best markets, but the Mid-West, the South-West and the Pacific North-West are increasingly interested in foreign goods. They offer great potential markets, as they are developing tremendously fast. Hitherto these areas have been rather neglected by British exporters, but there must be possibilities for selling to these immensely wealthy centres like Houston and Dallas in Texas and other booming cities.

Acceptance of foreign goods is best and most visibly exemplified by the growing number of foreign motor cars to be seen on the road. There are nearly three million actually in use, of which 484,521 were sold in 1964. Over 300,000 of these were the ubiquitous Volkswagen. 72,211 British cars were sold last year, of which over half were sports cars. Department stores in every big city increasingly stock foreign goods, the main items being clothing, pottery and glassware, giftware and toys. A feature of the past few years has been the growing number of British, French, Italian and other store promotions, or general 'import fairs' put on by big stores, where foreign goods are prominently displayed. (A separate article on store promotions in the United States will appear in the *Journal* shortly).

Are British exporters neglecting opportunities?

British exports to the United States have risen steadily if unspectacularly during the past four years from £280·4 million to £356·0 million in 1964. They have still not quite recovered to the level of 1959. Given the huge potential of the United States market, there is great scope for improvement.

THE UNITED STATES, *continued*

The breakdown of British exports in 1964 to the American market shows that whisky accounted for 13 per cent, motorcars for 12·1 per cent, and machinery for 16·6 per cent of the total. The remaining 58 per cent was spread over a wide range of goods with the various categories of consumer goods accounting for about 17 per cent of the total.

The British performance compares not too unfavourably with that of its main competitors trading with the United States, but we have been overhauled by Japan which is selling aggressively in nearly every field and now threatens to capture a large share of the imported car market. There is, therefore, no room for complacency. As it is, British exports are just about holding their own. The impression prevails that owing to the buoyancy of the home market and the attraction of closer markets in Europe, British industry is not very interested in the American market. British manufacturers' full order books appear to be the main reason why British industry has failed to take advantage of the many openings for sales in this market. Commercial officers of British Consular posts all over the United States visiting American firms and businesses have uncovered many areas where there is a strong potential or actual demand for goods from Britain. When these trading opportunities have been referred back to Britain, the response from British firms has been negligible. It is evident that more could be sold to this country if the goods were available and/or (in the case of machinery and components) if quick delivery dates could be guaranteed.

Selling to the American market

An article in the *Board of Trade Journal* on September 13, 1963, described in detail how the Export Services Branch of the Board of Trade and the Commercial Departments of the British Embassy in Washington and of British Consular Posts in the United States can help would-be British exporters. It is a sound step first to approach the Export Services Branch as they have a considerable repository of knowledge about the American market. The official British services in the United States can supply answers to many questions, give a general opinion on the chances of a product being successfully sold in the United States, as well as help in finding agents.

In general, a product can sell if it offers advantages of price, quality and design not enjoyed by domestic American equivalents. In the case of consumer goods a yardstick for measuring whether they can compete pricewise may be used by taking the Sears Roebuck catalogue and finding a comparable article. If the price to the end consumer in the United States (ex-factory price, plus c.i.f. charges, customs charges, internal transport, and retailer's mark-up, etc.) matches or is lower than that of the Sears catalogue article then it should be saleable. However, in many cases it is advisable to commission a professional market survey to ascertain whether a product will be acceptable in the market. Test marketing in a limited selected area is a wise preliminary for consumer goods. Then an agent or distributor should be selected, and here, as previously stated, British official posts in the United States can be of considerable assistance. In some cases it may be best to set up a fully owned subsidiary, controlled directly from the United Kingdom.

In planning how to enter the market it must be realized that the United States is, in effect, a series of markets. A representative in New York will not necessarily be able or inclined to cover the whole country. Firms must be careful therefore not to entrust their fortunes to an inadequate agent. In some cases it may be better to tackle the West Coast or other areas first, such as Chicago, the centre of a very populous industrial area, or Los Angeles, centre of the rapidly growing Californian aircraft, electronics and clothing industries.

Importance of the personal visit

Selling in the United States by remote control from Britain is virtually useless. The importance of a personal visit cannot be too strongly or repeatedly emphasized. Firms which have no previous experience of selling to the United States must send over a senior member of the firm, since the United States has to be seen for its potentialities to be appreciated. A visual impact is needed to give the visitor a realization of the opportunities for selling in this huge country with its many great and wealthy cities.

Only a personal visit, too, can give some understanding of the American way of life. It is dangerous to assume that because we share a common language we share many common tastes and habits. The likenesses are deceptive. American life is in many ways surprisingly different from the British. Products marketed in the United States must bear in mind these differences, which stem from the fact that Americans are a conglomerate of many national origins, with their own tastes and customs. Climate, too, with the extremes of heat and cold, has affected the way of life.

American business is based to a greater degree than in Britain on personal contacts. Christian names, for instance, are used after very brief acquaintance. Businessmen think nothing of getting in their cars and driving several hundred miles for a meeting and aeroplane journeys are undertaken to distant cities with much more frequency than in Europe. The whole population, in fact, seems to be constantly on the move. Businessmen do not wait for orders to come to them, they go out and get them. It is the land of the hard sell.

The British businessman who adopts these go-getting methods, who puts through a transatlantic telephone call rather than writing a letter, and who flies to New York to visit likely customers, may well get business which he would otherwise never come near to winning.

Americans, being members of a highly competitive society, do not expect new products to be left to sell themselves; they expect and almost prefer them to be actively sold. There are still British firms naive enough to imagine that they can sell by mailing trade circulars to firms describing their goods and inviting inquiries. This is hopeless, particularly if, as still happens all too often, the trade literature does not quote prices in terms intelligible to the American buyer. The customer in the United States wants to know exactly what he is being offered; prices must be quoted in dollars and cents c.i.f. U.S. port of entry, or better still, quoting an all-comprehensive price delivered to the customer, with United States customs charges, and internal freight charges included. Offers are still received from British firms quoting prices in shillings and pence per unit. This exasperates Americans. ('What does "three oblique six d" mean?') They expect quotations in the same form as from domestic suppliers. With supplies available rapidly from a great number of domestic manufacturers, foreign products, if they are to sell, must offer guarantees of continuity of supply. In the case of machinery, delivery dates must be strictly adhered to since in American factories production schedules are very rigidly planned and a delayed arrival represents so much planned output lost. Delayed delivery will almost certainly mean no repeat orders.

America is the country of advertising and public relations and the importance of advertising cannot be overlooked, particularly if expanding sales are the aim. American newspapers carry by British standards a fantastic amount of advertising and the many television stations broadcast commercial advertising, aimed mainly at the housewife, on a vast scale. Therefore, an advertising budget is often a prerequisite for success.

All the foregoing points are ones which cannot satisfactorily be handled by the slow process of letter writing. They are questions which must all be considered by representatives of British firms actually visiting the United States, and studying them on the spot, and by personal contact with customers. Once an organization for selling has been established personal contact must be maintained by periodic visits.

You can't sell for nothing

It is a truism that you can't get something for nothing and this applies particularly to the United States. A visit to the United States, as to other more distant markets, is bound to be fairly expensive, but it is part of the necessary investment if this great market is to be tackled successfully. Investment in the expenses of a visit, in setting up an effective agency or subsidiary and in advertising is essential if the investment is to succeed. If British firms are ready to accept these expenses and make the effort the rewards can be commensurately great.

Hopes for growth of trade with Norway and Sweden

—Mr. E. C. Redhead

SPEAKING TO the Federation of Norwegian Commercial Associations and Norwegian Federation of Industries in Oslo on June 9, the Minister said: 'That Britain had become increasingly European through her membership of EFTA. That membership had brought great benefits to both countries during the last five years. We could look back on our achievements in reducing tariffs and trade barriers between Member States with considerable pride. But this was not enough. 'At their recent meeting in Vienna EFTA Ministers agreed to instruct the official Council to give urgent attention to this task. Among the subjects studied will be the effectiveness of the rules of competition, including those on restrictive business practices and also those on establishment – where we in the United Kingdom feel there are unnecessary difficulties in setting up business in some EFTA countries. Another field of considerable interest will be the scope for co-operation on applied research and technology. We regard this work to strengthen EFTA as fully consistent with the long-term aim, which was, of course, the dominant theme of the Vienna meeting of all EFTA Members to achieve an accommodation with the Six. The stronger and more coherent EFTA is as an organization, the better prepared we shall be to take advantage of any opportunities for developing initiative in Europe.'

Concluding, the Minister said: 'The world is bigger than EFTA and bigger than Europe. EFTA Ministers again stressed at Vienna the importance they attach to the Kennedy Round as the principal means of lowering trade barriers not only in Europe but worldwide. We in Britain will continue to work with Norway and other EFTA partners for the success of the Kennedy Round. It is in the interests of both Britain and Norway, as countries heavily dependent on international trade, to achieve the greatest possible reduction of trade barriers. I am sure we shall continue to co-operate for this purpose as closely as we have in the past, and to the benefit of both countries.'

'Britain and Sweden are economically of great importance to each other: last year Sweden was our fifth largest market in the world, she became our second largest market in Europe; only West Germany took more of our goods. We are Sweden's second largest market in the world. Our imports from Sweden cover a very wide range, from essential basic materials (iron and steel, wood, wood-pulp) to highly finished manufactured goods (cars, machinery). They were 28 per cent higher in 1964 than in 1963. I expect and hope that they will continue to grow.' This was said by Mr. E. C. Redhead, Minister of State (Overseas), Board of Trade, when he addressed the British-Swedish Chamber of Commerce in Stockholm on June 10.

Continuing, the Minister said that he had made that statement despite the temporary import charge. This affected quite a large proportion of Sweden's exports to the United Kingdom. 'The charge has restrained imports, as it was intended to do. But the purpose of the charge was only to give us a breathing-space until we could introduce other measures designed to achieve long-term stability. We began the process of removing the charge in April; and, as the Prime Minister emphasized at Vienna, it is our firm policy to get rid of it as soon as possible. It forms no part of our long-term policy, which is to reduce barriers to trade in every way possible.'

As the Minister with special responsibility for the promotion of exports, he said he had the keenest interest in the development of Britain's exports to Sweden. He was proud that we managed to sell so much in this highly discriminating market, where competition was keen and good quality essential. Last year Swedish imports from the United Kingdom rose by nearly 15 per cent, and by 18 per cent in the first three months of this year. This suggested that British industry was much more efficient than some people liked to make out.

Anglo-Danish trade

'I HAVE come here, as to Sweden and Norway, to promote British exports,' said Mr. E. C. Redhead, Minister of State (Overseas), Board of Trade, to the British Import Union in Copenhagen on June 14. 'It is opportune that my visit coincides with that of the Scottish Council's mission. This demonstrates that trade is the responsibility of traders, but also the concern of governments. Governments provide the framework for trade; but it is traders who have to operate within it. The governments of Britain and Denmark have provided very solid framework by subscribing to the EFTA Convention, and to the bilateral agreements between our two countries. Now it is our concern to see that our exporters take full advantage of the available opportunities.

'One opportunity for British exporters was last autumn's British Week in Denmark. It would be unjust to claim this only as a British-made opportunity, since its success depended so largely on Danish help and goodwill. It was more a "Danish Week for Britain". I want to give particular thanks to the British Import Union for all they did then – and have done since – in the cause of Anglo-Danish trade. The trade figures already suggest that the British Week has helped us to increase our sales of consumer goods, but perhaps as significant are the longer-term benefits which both countries gain from close understanding and co-operation of this kind.

'Apart from the Week, how is trade? In 1964 our imports from Denmark were up by 13 per cent on the year before. We are glad to be able to increase our purchases from Denmark of the high quality and in many cases essential exports she sends us: we imposed the temporary import charge only with great regret. And I emphasize that the charge is temporary: it is no part of our long-term trade policy. At the recent EFTA Ministerial meeting in Vienna, the Prime Minister reiterated our intention of doing away with it at the very earliest possible opportunity. The charge falls on only a very small proportion of Danish exports; and the Danish exports to us in first quarter of 1965 were 8 per cent up on the same period of 1964.

'The present is a critical time in Europe', said the Minister. 'During the next two years both EFTA and the Six will remove the remaining tariffs on industrial goods within their respective markets. There is a real danger that present divisions in Europe will harden. Even though there is at present no possibility of a longer term agreement in Europe, or of either of our countries joining the Common Market, we consider, as the Prime Minister put to his colleagues in Vienna, that there are practical ways in which the gaps can be lessened.

'Ministers agreed that steps should be taken to "achieve closer and more continuous contacts between EFTA and EEC", and that it would be desirable to seek to arrange meetings at Ministerial level between the two groups at the earliest appropriate opportunity. The next Ministerial Council, here in Copenhagen in October, will decide, after thorough and careful consideration in the meantime, what steps can best be proposed and when. At their Copenhagen meeting, Ministers will also consider a report by the Official Council on possible ways of strengthening EFTA. Ministers have given the Council a mandate which requires them to undertake a broad reappraisal covering many aspects of EFTA's works.

'The strengthening of EFTA and the achievement of closer relations with the EEC are of course closely related objectives. If EFTA is strong and united, we shall be better able to find a solution of the problems arising from the division of Europe. The United Kingdom will play its full part in both aspects of the work that is to be undertaken between now and the Copenhagen meeting, and I am confident that Denmark will too. Both our Governments have the same fundamental objective in mind – the reduction of barriers to trade, both in Europe and world wide. And, as the Communique from the Vienna meeting showed, we and other EFTA members are determined to do nothing to prejudice the success of the Kennedy Round, which we are all agreed is the principal means for the lowering of trade barriers.'

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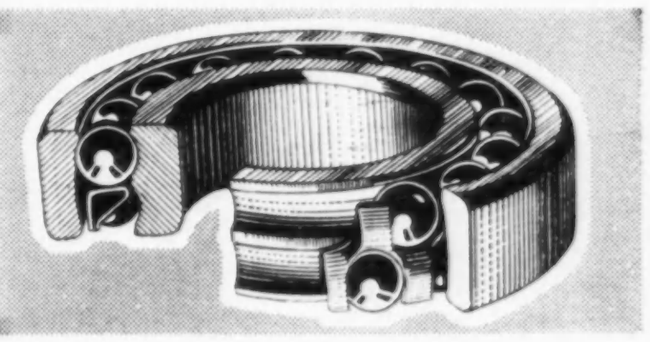


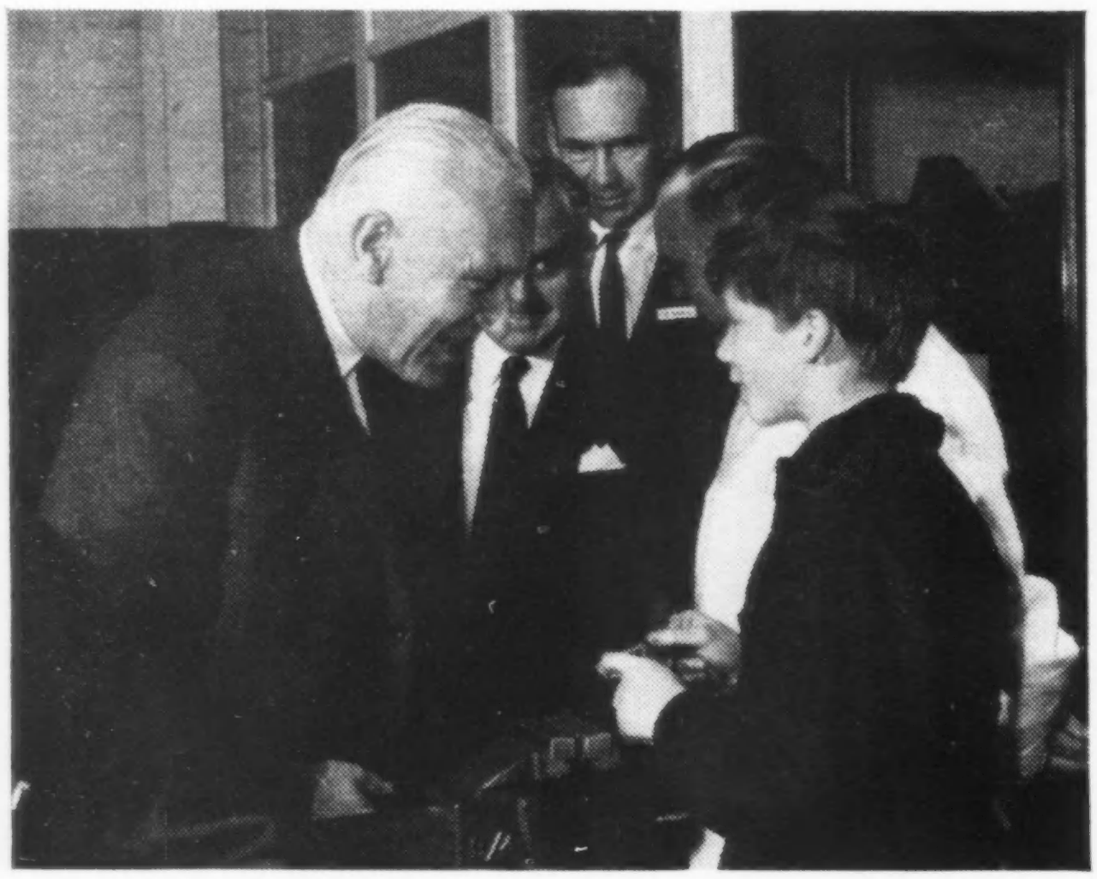
Mr. Douglas Jay's visit to the N.E.

MR. DOUGLAS JAY, President of the Board of Trade, will visit the North-east on June 18. His visit will begin with a tour of the Research Laboratory of Proctor & Gamble Ltd. Later he will address the annual general meeting of the North East Development Council in Newcastle. During an afternoon visit to the Industrial Estate at Houghton-le-Spring he will drive in a stake to mark the site of a new Board of Trade advance factory. The President will then travel to Thornaby-on-Tees, where he will perform the opening ceremony at the new Board of Trade Industrial Estate.

Export Minister to visit Poland

MR. E. C. REDHEAD, Minister of State (Overseas), Board of Trade, is paying a visit to Poland between June 18 and 21, at the invitation of the Polish Government. The Minister will attend the 34th Poznan International Fair, at which 70 British firms from a wide range of industries are exhibiting.

Mr. Redhead will meet Mr. Trampczynski, the Polish Minister for Foreign Trade, and other Ministers concerned with trade and industry, with whom he will have discussions about the progress of Anglo-Polish trade and the scope for increased purchases of British goods.



Mr. E. C. Redhead, Minister of State (Overseas), Board of Trade (left) talks with an apprentice at the Netherton works of English Electric Co., Ltd., during his recent visit to the North-west region. With the Minister (to his left) are Mr. G. W. Barlow, general manager, English Electric; and Mr. R. Bruce, the deputy general manager.

Birthday Honours for services to export

THE FOLLOWING awards were given in the Birthday Honours on June 12 under the citation 'for services to export':

Honour	Name	Position
K	George William Harriman, CBE	Chairman, British Motor Corporation
	Donald Gresham Stokes, TD	Managing director and deputy chairman, Leyland Motor Corporation
CBE	Montague Illtyd Pritchard	Managing director, F. Perkins Ltd.
	Ambrose Congreve	Chairman, Humphreys & Glasgow Ltd.
	George Brearley	Director of the Association of British Chemical Manufacturers
	Frederick Alan Paine	Chairman and managing director, W. F. Paine Ltd.
OBE	Maurice Beck	Managing director of Beck & Co. (Fashions) Ltd.; Hon. President of British Fashion Export Group
	William Thomas Carmichael Riddell	Managing director, John Hastie & Co. Ltd.
	William Douglas Akester	Sales director, Ransomes Sims & Jefferies Ltd.
	Sidney James Burton	Manager, Overseas Operations, Chaseside Engineering Co. Ltd.
	Mrs. Elsie Blanche Lawson	Chairman, The Helix (Universal) Co. Ltd.
MBE	Cyril Norman Parish	Senior overseas travelling representative, British Engineers Small Tools & Equipment Co. Ltd.
	Dennis Alfred O'Dell	Export manager, Payen Ltd. (Gaskets)
	Charles Arthur Moore	Sales manager, Polygram Casting Co. Ltd.
	John Bertram George Haddon Armstrong-Payne	Chairman, Lavapine Ltd.
	Donald Malcolm Lister	Technical manager, Bartram & Sons Ltd.
	John Glyndwr Jones	Managing director, Corgi Hosiery Co.
	Cecil John Woodward	Foreign sales executive, R. A. Lister & Co. Ltd.
BEM	William Ross Davies	Departmental head in charge of export packing and shipping division of Max Factor & Co.

More skilled workers go to the North-east

PRESENTING the annual report at a Press conference in London on June 14, Mr. George Chetwynd, Director of the North-east Development Council said that unemployment in the area in May was 2.4 per cent, the lowest figure since 1959. He added that the number of skilled workers going to the North-east was still increasing and that if this increase continued, the problems of the area would probably be solved by the end of the year.

Campaign to advertise Government services for exporters

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
-and get the vital facts, key contacts and individual guidance you need-for the price of a telephone call

A major advertising campaign to publicize Government services for exporters has been launched in the national and local Press in recent weeks and will later appear in the trade and technical Press.

A representative advertisement appears on pages 1360 and 1361 of this issue.

The slogan of the campaign is 'Call Export Intelligence' and is mainly directed to management concerned with overseas trade. Telephone calls are invited for

1. Guidance on individual export problems
2. Information on the most likely market(s) for product(s) overseas
3. Introductions to potential agents and buyers
4. Help with overseas business visits
5. Status reports on foreign firms
6. Information on Tariff and Import regulations
7. Details of overseas contracts out for tender
8. Help and advice on participating in Trade Fairs overseas
9. Assistance in finding licensees abroad
10. Information on how to market and advertise abroad
11. Investigation into product suitability for foreign tastes and customs
12. Help with overseas publicity (through Central Office of Information).

Special telephone lines and staff have been installed at the Board's Export Services Branch and regional offices to facilitate the handling of inquiries. The telephone numbers are given below:

HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49203
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

Australex tour concluded

TODAY (June 18), the six British Trade Commissioners who have been taking part in Australex complete their eight weeks' work. During these two months they have visited all major industrial centres in order to bring home to manufacturers of a dozen selected groups of products the opportunities for securing additional export business in Australia. The Trade Commissioners have given around 900 private interviews with senior business executives as well as addressing fourteen meetings.

The operation is ending in London where the Trade Commissioners are assessing its results with the President of the Board of Trade, his senior officials, the Committee for Exports to Australia, as well as officials of national trade organizations and the Australian British Trade Association.

The preliminary reaction is that the operation has been well worth-while.

SUPPLEMENT ON TRADING WITH AUSTRALIA

Copies of a recent Board of Trade Journal *illustrated supplement on 'Trading with Australia' can be obtained free of charge from the Board of Trade Library, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3038).*

Copies of the Export Service Bulletin supplement on types of goods with a good export potential in Australia can be obtained (price 2s.) from Export Services Branch, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433).

Three of the British Trade Commissioners from Australia seen looking at a display at Wellbur House, headquarters of the Northern Economic Planning Board, showing typical samples of products manufactured in the Northern Region and exported to Australia. From left to right are: Mr. John Morley, British Trade Commissioner in Sydney; Mr. Charles Bladen, Commercial Officer, British Trade Commission, Perth; Mr. S. C. Stout, Principal British Trade Commissioner in Victoria and Tasmania; and Mr. Ronald Wood, Northern Regional Controller, Board of Trade.

Australex team impressed by Scottish industry

'QUALITY, DISTINCTION, DESIGN – anything different to make a product worth an extra bob or two – will always find a market in Australia,' Mr. S. C. Stout, Principal British Trade Commissioner in Victoria and Tasmania, told members of the Aberdeen Chamber of Commerce at an informal dinner on June 3.

Mr. Stout said that he had that day completed his one hundredth interview with British businessmen since reaching Britain with the Australex team of Trade Commissioners. 'We believe that our visit has been nothing less than a success. We have been able, I think, to help firms already trading with Australia to do more, and to encourage others to make a start. In our one week in Scotland we have met representatives of one hundred different firms covering all groups of industry.'

By the time they return to their posts in Australia the party will have conducted personal interviews with about 900 businessmen and industrialists. 'One of the very valuable things we have been able to do has been to bring up to date the general conception of Australia today. The average Australian's conception of Scotland is one of kilts, lochs and caber tossing, and the average Briton is just about as far off target with his ideas of Australia today. We have been emphasizing that Australia is still a relatively young country with a rapidly growing industrial scene and an expanding economy. As time goes on Australia will be making for itself more and more of the things which today are bought from Britain, but the demand for imported manufactures will still exist and could well expand, though there will undoubtedly be changes in the types of goods imported.'

Mr. J. C. Williamson, President of the Aberdeen Chamber of Commerce, said that Aberdeen had certainly learned a great deal about trading with Australia during the party's visit, and added that they intended to put the knowledge to good use. 'We hope,' he went on, 'that our visitors have also learned something of value about Aberdeen. Our interests have always been well looked after by the Board of Trade Office for Scotland, and we now know that they are in equally efficient hands in Australia.'

Big new sales opportunities in Canada – 'Canextour' will point the way

'It is the Government's hope that this proposal will be taken by British exporters as a decisive response to their pleas that Canada give a clear signal that we welcome their goods; we hope, too, they will respond by seeking out and serving the very substantial demand which certainly exists here in Canada for imported goods.'

from the Budget Speech delivered by Mr. Walter Gordon, the Canadian Minister of Finance on April 24, 1965, in which he announced measures which the Canadian Government are taking to ease some of the difficulties British exporters have faced in the Canadian market under Canadian anti-dumping legislation.

'The Canadian economy has been progressing from strength to strength, during one of the longest periods of uninterrupted economic growth in Canadian history. Many major projects in hand or in prospect in Canada mean that there will be a large and continued demand for investment goods, which form such an important part of British export trade. Widespread prosperity in Canada also offers new opportunities for increasing our sales of consumer goods. I can assure Mr. Gordon that his proposals will indeed be taken by British exporters – to use his own words – as a clear signal that Canada welcomes British goods.'

from the speech given by Mr. Edward Redhead, Minister of State (Overseas) at the Canadian Chamber of Commerce Luncheon on May 19, 1965.

It is against this background that the Board of Trade has launched a new campaign, to be known as 'Canextour' in which six experienced British Commercial Officers serving in Canada will fly home to discuss prospects with interested firms.

The first phase in the operation was the publication on June 15, of a Special Supplement to the Board of Trade's Export Service Bulletin. This Supplement contains surveys of the Canadian market for eleven product groups which are considered to offer particularly good prospects. These products are:

Materials Handling Equipment
Machine Tools and Ancillary Equipment
Recording, Control and Measuring Instruments
Laboratory and Scientific Instruments, Equipment and Glassware
Surgical and Medical Instruments, Apparatus and Related Materials
Pumps, Valves and Compressors
Packaging Machinery
Electronic Components
Textile Machinery
Foodstuffs and Confectionery
Selected Toys

The Board of Trade Controllers in the Regions and in Scotland (and the Ministry of Commerce in Northern Ireland) will shortly be issuing personal invitations to some 2,000 manufacturers of these goods to meet one of the commercial officers.

The visit of the commercial officers will begin on November 1.

Imports of fresh apples

THE BOARD OF TRADE announced in Notice to Importers No. 1108 dated June 17, 1965 that the quota for imports of fresh apples from the Relaxation and Dollar areas and Japan for the period from July 1, 1965 to December 31, 1965 will remain unchanged at 304,000 cwts.

Applications can be considered from previous licence holders only. They should be made on form ILB/A (or TIP/A) and be sent to reach the Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, not later than June 30, 1965. Page 1 of the application form should be completed and page 2 left blank; on page 3 and copies, *only* the applicant's name and address and description of goods (fresh apples) should be entered.

Imports of fresh pears

THE BOARD OF TRADE announced in Notice to Importers No. 1109 dated June 17, 1965 that the quota for imports of fresh pears from the Relaxation and Dollar areas and Japan for the 12 months from July 1, 1965 to June 30, 1966 is being repeated at 560,000 cwts.

Applications can be considered from previous licence holders only. They should be made on form ILB/A (or TIP/A) and be sent to reach the Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, not later than June 30, 1965. Page 1 of the application form should be completed, and page 2 left blank; on page 3 and copies, *only* the applicant's name and address and description of goods (fresh pears) should be entered.

NRDC moves to new offices

THE NATIONAL RESEARCH DEVELOPMENT CORPORATION has moved to new offices. The full address is: PO Box Number 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1. (Tel. Tate Gallery 3400).

Programme for development of machine tool industry

THE ECONOMIC Development Committee for the Machine Tool Industry, under the chairmanship of Sir Steuart Mitchell, has recently undertaken a study of import trends of machine tools. In the light of this study, the committee has drawn up a programme of action designed to improve the competitiveness of the British machine tool industy. The measures proposed by the committee call for action in various directions by the parties represented on the Economic Development Committee.

The recommendations are now being examined by the parties concerned. They have also been discussed by the National Economic Development Council, which considered that they should be published.

Imports of chemicals

THE Economic Development Committee for the Chemical Industry, under the chairmanship of Mr. G. H. Beeby, have issued a statement about imports of chemicals by the British chemical industry. The Committee have examined the reasons for the recent rapid increase in imports by studying ten major chemicals of which the imports were either large or had risen rapidly and on the basis of the available information, the Committee suggests that the industry should investigate the possibility of reducing the level of the underlying trend of imports by something in the region of £30 million a year.

The recommendations are now being examined by the parties concerned. They have also been discussed by the National Economic Development Council, which considered that they should be published.

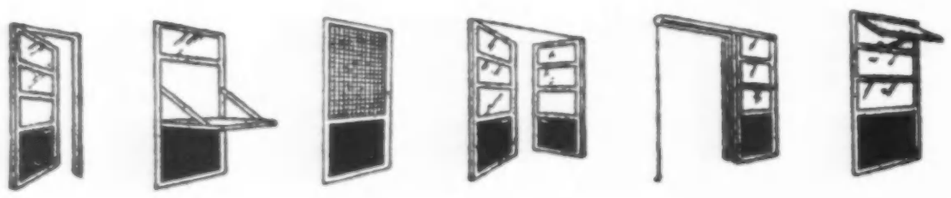
Committee of inquiry into pharmaceutical industry and NHS

THE MINISTRY OF HEALTH has announced that the Committee of Inquiry into the relationship of the Pharmaceutical Industry with the National Health Service, under the chairmanship of Lord Sainsbury, is now prepared to receive written evidence from individuals as well as from organizations interested in its inquiry. Memoranda of evidence should be sent direct to the Secretary of the Committee, Mr. T. E. Dutton, 14 Russell Square, London, W.C.1. Evidence will be treated as confidential if it is so requested.

Drawback application on imported yeasts used in some export products

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback on yeast (dried or liquid) classified under tariff headings 21.06A and 21.07(C)(5) imported to make for export yeast products for human consumption.

Any interested party wishing to support or oppose this application should do so in writing to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than July 5, 1965.



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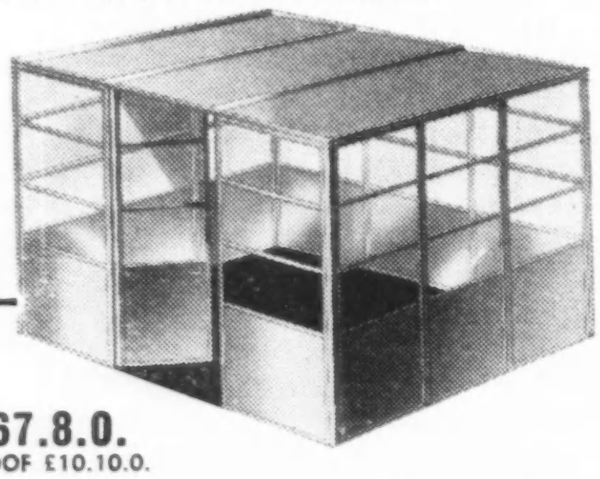

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New Books

The Economies of Large-scale Production in British Industry, by C. Pratten and R. M. Dean (105 pages. Cambridge University Press, 15s.). This paper is a progress report on a research project being undertaken at the Cambridge University Department of Applied Economics, and is published as number 3 in the Department's series of Occasional Papers. Although a section on the economies of large-scale production is a feature of most economic textbooks, there have been few previous attempts to establish quantitatively how important such economies are in any particular industry. One purpose of the project is therefore to provide additional empirical backing for theoretical discussions of the economies of scale, by making a detailed assessment of the overall economies of scale for selected industries. Another purpose is to provide information which will throw some light on the results of government economic policy, for example in the areas of regulation of monopolies, tax concessions to small firms, and industrial location policies, affecting the scale of production. After a brief consideration of the meaning and measurement of the economies of scale, the remainder of the paper consists of a study of four industries. Book-printing and footwear manufacture have been selected as examples of relatively small-scale labour-intensive industries, and steel production and oil refining represent capital intensive industries dominated by plants and firms of the largest scale. In a final section the conclusions arising from the studies are presented, and their implications for industrial efficiency, for merger policy and for state-inspired rationalisation are briefly stated. The paper is described as 'an introductory study', and work has already started on similar studies of a further group of industries. It is intended that the results of these, together with the studies here reported, shall eventually be published in book form.

Exercises in Business Decisions: a manual for management education, by J. N. Fairhead, D. S. Pugh and W. J. Williams (218 pages. English Universities Press, 37s. 6d.) is one of a series of textbooks intended to provide information about those parts of scientific method which have been successfully applied to business problems. The first part of this volume deals with the place of simulation methods in management education; Part 2 sets out six fully-documented exercises together with the forms necessary for carrying them out; Part 3 provides the Umpires' routine and procedure for analysis, also including all necessary forms. There is a worked example of an Executive Management exercise. The book is intended to enable training officers and lecturers to gain skill in the use of non-computer simulations, and the chapters on the place of simulation in management education should help them to go further in devising their own exercises and in integrating them in effective teaching programmes.

The Expansion of World Trade: legal problems and techniques (81 pages. Stevens & Sons Ltd., 17s. 6d., by post 18s. 0d.) is the report of a conference held under the auspices of the British Institute of International and Comparative Law in July 1964. The lectures cover the following topics: The European Economic Community and world trade; Prospects for the Kennedy Round; The Commonwealth system of preferences; The Preferential areas associated with the EEC; Regional co-operation between developing countries; and Non-tariff barriers as an obstacle to world trade. The approach to these subjects is mainly descriptive and covers the legal framework within which future negotiations and developments will take place. The work is also available at a special price of 15s. 0d. (by post 15s. 6d.) to members of the Institute and to subscribers to the *International and Comparative Law Quarterly.*

Cost or Demand Inflation? by L. A. Dicks-Mireaux is the third Woolwich Economic Lecture. (22 pages. Woolwich Polytechnic, 3s. 6d.). The author, who is Head of the Economics Section of the National Economic Development Office, examines the work done in recent years to try to determine whether cost-push or demand-pull has been principally responsible for inflation. He concludes that some element of each has been responsible and suggests that a national prices and incomes policy developed in the context of a national plan for a faster growth of productivity and hence of real incomes provides the medium for those responsible for price and income determination to change the pattern of past experience.

Proceedings of the United Nations Conference on Trade and Development, Geneva, 23 March – 16 June 1964. United Nations, New York. (8 volumes. Available from HM Stationery Office and Government bookshops). The following volumes of the Proceedings are now available: I – *Final Act and Report,* (370 pages. 45s., by post 48s. 3d.), II – *Policy Statements,* (556 pages. 60s., by post 63s. 3d.), III – *Commodity Trade,* (543 pages. 60s., by post 63s. 6d.), VI – *Trade Expansion and Regional Groupings Part* 1, (418 pages. 60s., by post 63s. 6d.), and VIII – *Miscellaneous Documents and List of Participants,* (152 pages. 30s., by post 33s.).

Adaptation of Rural and Foreign Workers to Industry. Final report of an international joint seminar (and Supplement). Organisation for Economic Co-operation and Development. (Final report 229 pages, supplement 183 pages. Available free from OECD Publications, 2 rue André-Pascal, Paris 16e). The seminar whose proceedings are covered in the present volume is the fourth in a series organized by the OECD's Social Affairs Division, under he title 'Programme for Employers and Unions'. It follows the theme of the previous meeting, which discussed the problems of geographical and occupational mobility, by reviewing the methods of facilitating the adjustment of rural and foreign workers into industry and the urban community. The meeting discussed the problems of both internal and international migration, and also considered the absorption of workers from the viewpoint of the immigration countries. The attitudes of employers' and workers' organizations to these problems was also analyzed. The 183-page Supplement consists of case studies illustrating different aspects of adaptation in various countries.

International Repertory of Sociological Research Centres outside the United States of America, prepared by the International Committee for Social Sciences Documentation and published by UNESCO as *Reports and Papers in the Social Sciences, No.* 20, (125 pages. 6s., by post 6s. 7d., from HM Stationery Office and Government bookshops). This directory has been compiled primarily to facilitate sociological research by spreading knowledge of the institutions on which it largely depends. Including only fully-fledged institutions or centres with a permanent staff and some remunerated research workers, it is intended that the directory should be used jointly with reference works on the universities, in which important sociological work is also being carried out. Whenever possible the entries for each centre or institution include full name and address, date of foundation, status, management, scientific and administrative staff, finances, information on recent and current research, equipment, and publications.

Results of the Eighteenth Annual Wool Questionnaire. (34 pages. 2s. 6d., post free, from Commonwealth Economic Committee, Marlborough House, Pall Mall, London, S.W.1). Comprehensive wool statistics are provided for 1964 and the early period of the 1964-65 season. The main trend for the period showed a lower consumption of wool together with an increasing use of synthetics leading to greater production, increased stocks and declining prices. The results are also being published as a special supplement to the May issue of the committee's *Wool Intelligence and Fibres Supplement.*

Other publications

THE DIRECTORY OF DIRECTORS 1965: A List of the Directors of the Principal Public and Private Companies in the United Kingdom, with the Names of the Concerns with which they are Associated. 1,044 pages. Thomas Skinner & Co. (Publishers) Ltd. 80s.

HARD'S YEAR BOOK FOR THE CLOTHING INDUSTRY 1965. 356 pages. United Trade Press Ltd. 50s.

TRADE DIRECTORY OF THE EMPIRE OF ETHIOPIA 1965 including Classified Trade Index. 64 pages. The Diplomatic Press and Publishing Co. 15s.

VEGETABLE OILS AND OILSEEDS 1965: A Review of Production, Trade, Utilization and Prices relating to Groundnuts, Cottonseed, Linseed, Soya Beans, Coconut and Palm Oil Products, Olive Oil and other Oilseeds and Oils, by the Commonwealth Economic Committee. 251 pages. 10s., by post 10s. 11d., from HM Stationery Office and Government bookshops.

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal (*dates on which particular articles, etc., were published*) *should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958		series shown in £ million		
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	123	113	100	128	119	131	141	124	+101	+ 33	+22	+14
1963	118	119	134	129	118	103	132	108	140	146	133	+152	+ 89	+29	+55
1964	124	128	144	138	123	106	153	121	164	184	153	+484	+332	+44	+47
1963															
3rd quarter	117	121	137	131	119	104	138	107	140	164	141	— 2	— 12	— 7	— 1
4th quarter	122	124	138	132	120	105	142	109	151	168	144	+127	+ 61	+ 23	+35
1964															
1st quarter	123	127	141	136	123	105	147	116	156	176	152	+ 88	+ 79	+ 2	+ 3
2nd quarter	123	128	142	136	121	105	150	121	155	184	149	+153	+126	+ 5	+12
3rd quarter	124	128	145	139	123	106	154	121	169	188	153	+119	+ 77	+ 6	+17
4th quarter	127	130	147	141	124	107	160	128	174	186	158	+124	+ 50	+31	+15
1965															
1st quarter		132*				108		138*	165*				+ 58*	—13*	+ 6
1964															
October	..	129	..	..	..	109	..	..	..	..	..	..	..	..	..
November	..	130	..	..	.	107	..	..	..	..	..	..	..	..	..
December	..	132	..	..	..	106	..	..	..	..	..	..	..	..	..
1965															
January	..	133*	..	..	..	108	..	..	..	..	..	..	..	..	..
February	..	132*	..	..	..	108	..	..	..	..	..	..	..	..	..
March	..	130*	..	..	..	109	..	..	..	..	..	..	..	..	..
April	..		..	..	..	107	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,836	3,250	
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—275
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 22
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 90
1963	135	117	121·7	+2·0	104·5	121·4	141·3	502	+ 83	..	144	— 5	..	130	130	+ 96
1964	161	125*	125·7	+3·3	108·6	124·7	148·5	362	—140	..	221	+77	..	149	136	—374
1963																
3rd quarter	130	100	121·3	+1·3	104·2	121·5	141·5	428	— 76	—34	157	+10	+ 6	133	132	— 1
4th quarter	135	117	122·1	+2·1	106·1	121·8	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 1
1964																
1st quarter	140	121	123·2	+1·5	107·9	123·2	146·0	445	— 5	+42	182	+25	— 5	146	135	— 77
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	355	— 90	—58	230	+48	+33	148	135	—102
3rd quarter	154	113	126·5	+4·3	108·6	125·0	149·4	311	— 44	—34	242	+12	+ 6	148	134	—110
4th quarter	161	125*	127·6	+4·5	109·9	126·3	150·9	336	+ 25	+50	228	—14	—34	149	139	— 85
1965																
1st quarter	169*	121*	128·8	+4·5	109·7*	128·3*	153·6	353	+ 17	+42	233	+ 5	— 5	143	141	
1964																
October	156	119*	126·8	+4·1	110·0	125·5	149·9	332	+ 17	+27	233	— 6	—12	147	135	..
November	161	127*	127·8	+4·6	110·3	126·4	150·7	338	+ 6	+19	230	— 3	—16	152	136	..
December	161	125*	128·3	+4·8	109·4	126·8	152·1	337	— 1	— 1	222	— 8	—11	149	146	..
1965																
January	163*	123*	128·7	+4·6	109·2	127·9	153·2	363	+ 26	+41	221	— 1	— 1	145	136	..
February	167*	122*	128·7	+4·5	109·8	128·3	153·4	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March	169*	121*	129·1	+4·4	110·0*	128·6*	154·2	341	— 15	—19	249	+20	+10	147	143	..
April			131·6	+5·5	110·9*	128·8*	155·0	313	— 28	—20	274	+25	+14	149	143	..
May					111·5*	128·9*		297	— 16	—23	287	+13	+ 9			..

† Not seasonally adjusted * Provisional.

UK trade in May

Summary

EXPORTS THIS YEAR have been running 4 per cent higher than the average for 1964 although the rapid growth which began in the concluding months of last year has flattened out in recent months. As expected, special factors led to a rebound of imports from their exceptionally low level earlier in the year. These include a recovery in the level of imports of food and in May the bunching in arrivals of manufactures following the reduction in the temporary import charge on April 27. In the year so far imports have been 1 per cent less than the 1964 average. The trade deficit though higher in the last month or two is on average this year half that for 1964.

Trade balance

Because of special factors, the deficit in May increased to £49 million (seasonally adjusted) and in the four months February-May* it averaged £21 million a month. This compares with £35 million a month in November-January and £46 million a month for 1964 as a whole.

Exports

Exports in May were £379 million (seasonally adjusted). The average for the three months March-May was £385 million, unchanged from the previous three months, but 6 per cent higher than in the third quarter of last year before the rise began last autumn, and 4½ per cent more than the average in 1964. To date this year exports have averaged 4 per cent higher than last year. The growth of exports to the sterling area appears to have given way in recent months to little further increase, if any, to these markets, and there was little change in exports to Western Europe, with mixed movements for other areas. Machinery exports have shown little further increase in recent months after their strong recovery in the latter part of last year, while transport equipment (reflecting ships and aircraft) has dropped back.

Imports

Imports increased in May to £501 million, seasonally adjusted. In part, the higher figures in the last month or two reflect a recovery (including some backlog) in arrivals from the United States where dock strikes had delayed shipments earlier this year. They also reflect a recovery, from unusually low figures, in imports of food, drink and tobacco. Imports of semi and finished manufactures which are largely subject to the temporary charge, rose sharply in May (by £32 million over the April level), and included shipments held back to take advantage of the reduced rate of charge operating from April 27. It is significant that imports across the short sea routes from Western Europe were £22 million higher than in April; and arrivals from the United States were also very high. The May import figures included an unusually large value for ships and aircraft, including special equipment for North Sea oil exploration. All these factors together come to more than the £24 million rise in imports as a whole between April and May.

Taking the four months February-May together, a period which helps to smooth some of the monthly distortions – particularly the effects of the United States dock strikes, the reduction of the temporary import charge and the fluctuations in food imports – imports averaged £472 million a month, 1 per cent less than in the three months November-January, and also 1 per cent less than the average for 1964. Comparison with the preceding four months would show much the same result.

Notes:

Charts and some further tables together with a further text will be published in next week's *Board of Trade Journal* dated June 25.

Trade balance

The figures for the trade balance are on a balance of payments basis and are estimates and are liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap', which being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts.

* Averages for the four months February to May are shown in order to reduce the distortion in the recent import figures caused by the American dock strikes, the reduction in the temporary import charge and other special factors.

United Kingdom trade

TABLE 1 (A)
TOTALS
Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964	368	475	13	—46
1964 1st quarter	367	469	12	—42
2nd quarter	365	477	13	—48
3rd quarter	363	476	14	—52
4th quarter	377	478	13	—43
1965 1st quarter	383	458	13	—12
1964 November	369	487	14	—56
December	396	476	13	—19
1965 January	369	465	14	—30
February	390	440	14	+11
March	388	469	13	—17
April	387	477	13	—30
May*	379	501	13	—49
1964-5 Nov.-Jan.	378	476	14	—35
1965 Feb.-May (a)*	386	472	14	—21
1964-5 Dec.-Feb.	385	460	14	—13
1965 March-May*	385	482	13	—32

*Provisional estimates.

(a) Averages for the four months February to May are shown in order to reduce the distortion in the recent import figures caused by the American dock strikes. The low values of imports in February were largely compensated by higher arrivals in March to May. Normal comparisons, three months on three months, are shown at the foot of the table.

TABLE 1 (B)
Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	474·4	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	383·2	484·9	13·3
1965 1st quarter	374·0	464·9	13·6
April	405·8	473·8	13·8
May*	393·8	505·1	13·5

*Provisional estimates.

New safety glass factory at Larkhall

A NEW £635,000 factory for the Triplex Safety Glass Company Ltd., was opened on June 11, at Larkhall in Lanarkshire by Mr. Tom Fraser, MP, who described it as 'A sign of faith in the future of the Scottish motor industry.'

When the plant is in full production it will employ 175-200 people, of which 150 are already working there.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the Journal. (*See page* 1384 *of this issue*).

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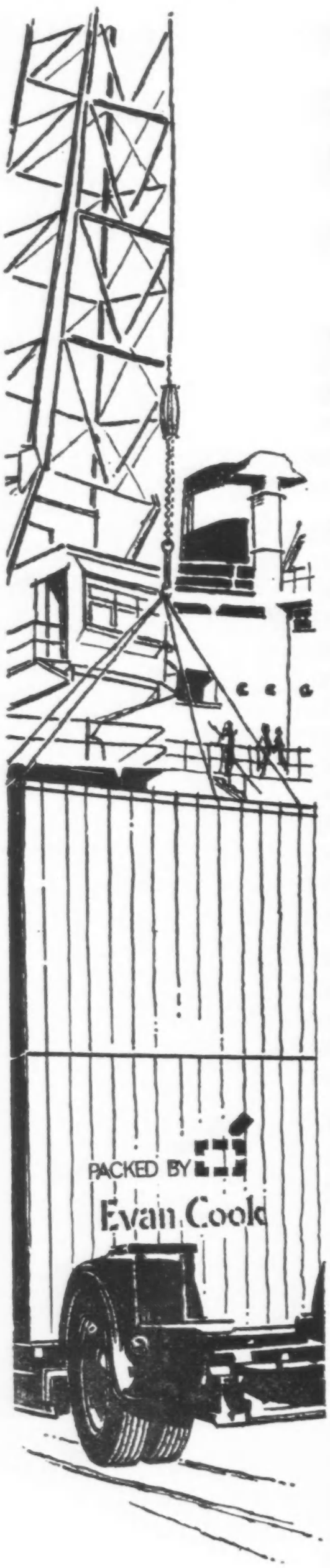

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WHOLESALE PRICE INDICES

Higher output prices

OUTPUT PRICES rose further in April-May. The provisional index for all manufactured products was up by 1·2 per cent on the first quarter, due largely to the higher prices for tobacco and cigarettes arising from increased taxes. Prices of materials rose a little in April-May under the influence of higher prices of copper and tin; on average, however, the index of basic materials and fuel used in manufacturing industry was much the same in the first five months of this year as in the fourth quarter of last year.

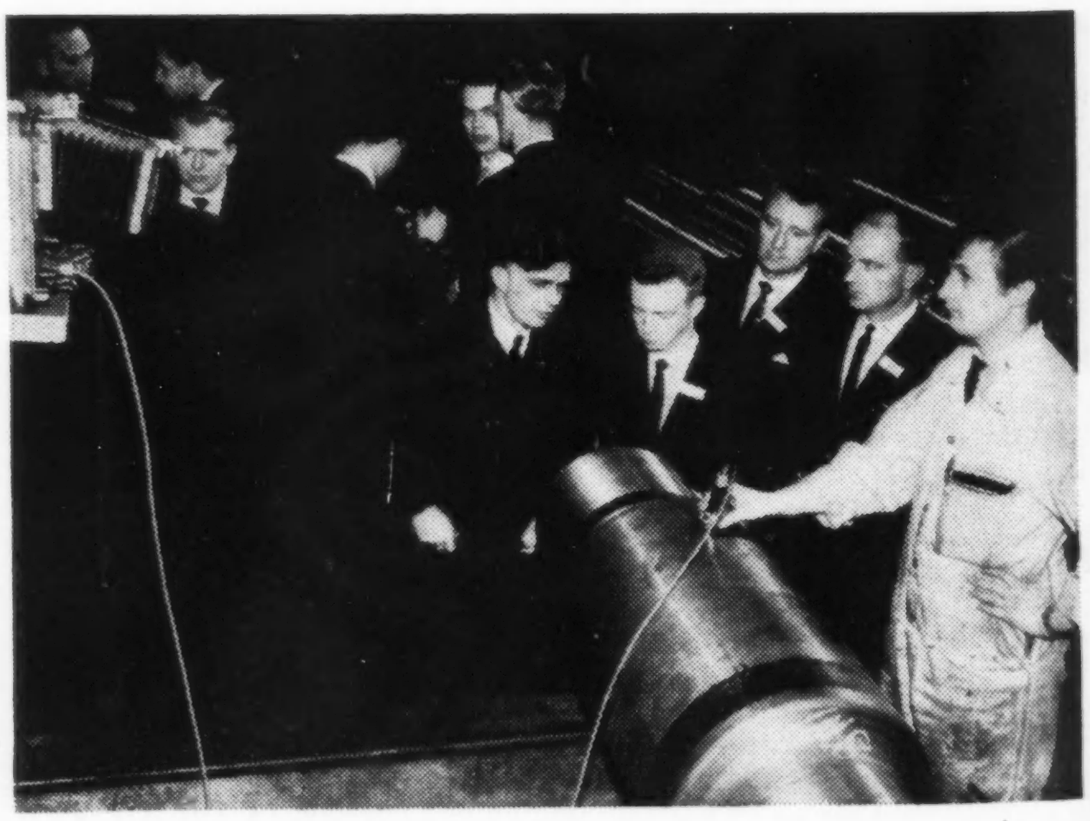
Materials and fuel used in broad sectors of industry

Prices of materials and fuel used in the food manufacturing industries were some 2 per cent lower in April-May than in the previous two quarters and 1 per cent less than in the first quarter of last year. The index numbers for materials and fuel used in each of the broad groups of industries in the non-food sector were all higher than in the first quarter. The increases were most marked in chemicals, in mechanical engineering and in electrical machinery. These index numbers for the various broad groups of non-food industries include prices of many semi-manufactures or intermediate products sold by other sectors of manufacturing industry as well as basic (mostly imported) materials.

The prices of materials used in construction and in house building also rose further in April-May and were some 4 per cent up on a year earlier.

Output of broad sectors of industry

The provisional index for the food manufacturing industries was much the same in April-May as in the first quarter. A fall in the price of refined sugar was offset by increases in other items. Prices of products from non-food manufacturing industry rose a little further; the provisional index for the last two months was on average 0·5 per cent up on the first quarter and about 4 per cent higher than a year earlier. Within this sector the index numbers for each of the broad groups of industries were higher than in the first quarter. The increases in textiles and paper were however marginal and the rise in the chemicals and timber index numbers were very much less than occurred in the first quarter.



Management and engineering personnel from rolling mills in Belgium and Luxembourg, where Firth Brown's forged steel rolls find extensive application, recently spent two days in Sheffield as guests of the company. Sixty-five per cent of Firth Brown's forged steel rolls production is exported to over forty countries throughout the world.

1. Materials purchased by broad sectors of industry--1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1964 1st Qtr.	1964 2nd Qtr.	1964 3rd Qtr.	1964 4th Qtr.	1965 1st Qtr.	1964 May	1964 Oct.	1964 Nov.	1964 Dec.	1965 Jan.	1965 Feb.	1965 Mar.	1965 April	1965 May
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	106·9	106·1	107·0	108·2	107·8*	105·6	108·2	108·5	107·9	107·7	107·6	107·9*	107·8*	108·3*
	Basic materials	102·7	101·9	102·9	104·3	103·4*	101·4	104·3	104·6	103·9	103·4	103·2	103·6*	103·4*	104·1*
	Fuel	138·2	138·1	138·1	138·4	141·2*	138·2	138·1	138·5	138·8	140·8	141·4	141·4*	141·5*	140·9*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	107·9	107·8	108·6	109·9	109·7*	107·6	110·0	110·3	109·4	109·2	109·8	110·0*	110·9*	111·5*
	Basic materials other than fuel	102·5	102·5	103·5	104·9	104·2*	102·2	105·1	105·4	104·2	103·7	104·2	104·5*	105·5*	106·4*
211 to 229	Materials and fuel used in the food manufacturing industries.	103·9	102·3	103·7	105·4	105·4*	101·6	104·9	105·4	105·8	105·7	105·4	105·0*	102·7*	102·9*
263 to 277	Materials and fuel used in the chemicals and allied industries.	109·9	110·4	111·7	113·2	116·5*	110·5	112·1	113·3	114·1	115·4	115·9	118·2*	118·6*	118·8*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	133·3	134·7	135·5	137·7	138·6*	134·8	137·1	138·0	137·9	138·1	138·7	139·0*	139·8*	140·4*
361	Materials and fuel used in the electrical machinery industry.	122·9	124·2	125·2	127·8	128·9*	124·3	126·8	128·1	128·7	128·7	128·9	129·3*	130·0*	130·8*
Order X	Materials and fuel used in the textile industries	102·4	99·2	97·8	95·6	93·6	98·4	96·5	95·9	94·2	93·8	94·0	93·0	93·7*	93·9*
Order XIV	Materials and fuel used in the timber industries	113·1	114·5	115·3	117·4	119·4*	114·6	116·0	117·9	118·4	119·2	119·5	119·6*	119·6*	119·8*
Order XV	Materials and fuel used in the paper industries	109·8	109·9	110·1	§111·4	114·9*	109·9	110·3	§111·9	§111·9	§114·6	115·0	115·0*	115·0*	115·0*
Order XVII	Construction materials	124·1	125·4	126·1	127·6	128·8*	125·5	126·9	127·7	128·3	128·4	128·9	129·2*	130·2*	130·2*
Part of Order XVII	House building materials	124·3	125·9	126·5	128·2	129·8*	125·9	127·2	128·5	129·0	129·4	129·9	130·1*	131·2*	131·3*

*Provisional figure.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1964 1st Qtr.	1964 2nd Qtr.	1964 3rd Qtr.	1964 4th Qtr.	1965 1st Qtr.	1964 May	1964 Oct.	1964 Nov.	1964 Dec.	1965 Jan.	1965 Feb.	1965 Mar.	1965 April	1965 May
Orders III to XVI	All manufactured products: ‡‡ Total sales	121·2	122·9	123·9	124·9	126·4*	123·0	124·4	125·0	125·3	126·1	126·4	126·8*	127·8*	127·9*
	Home market sales	121·6	123·5	124·7	125·8	127·5*	123·7	125·2	125·9	126·3	127·1	127·5	127·8*	129·1*	129·2*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: ‡‡ Total sales	122·2	123·2	124·1	125·1	126·9*	123·2	124·6	125·3	125·6	126·5	126·9	127·3*	127·4*	127·5*
	Home market sales	123·2	124·2	125·0	126·3	128·3*	124·3	125·5	126·4	126·8	127·9	128·3	128·6*	128·8*	128·9*
211 to 229	Products of the food manufacturing industries: Home market sales	117·4	117·2	118·2	119·5	120·8*	117·1	118·8	119·6	120·0	120·6	120·8	121·1*	120·9*	120·1*
263 to 277	Chemicals and allied industries: Total sales	104·4	105·1	105·6	106·5	108·5*	105·2	106·2	106·4	106·9	108·0	108·7	108·9*	108·9*	108·9*
	Home market sales	105·7	106·5	107·1	108·1	110·1*	106·5	107·6	108·0	108·6	109·6	110·2	110·5*	110·5*	110·6*
311 and 312	Iron and steel industries: Total sales	129·0	129·1	129·5	129·8	130·2	129·2	129·7	129·8	129·8	130·0	130·2	130·5	131·3*	131·6*
	†Home market sales	134·1	134·2	134·3	134·6	135·3	134·2	134·6	134·6	134·7	135·1	135·4	135·4	136·4*	136·7*
Order X	Textile industries other than clothing: Total sales	108·8	109·9	110·5	111·3	111·4	110·0	111·0	111·4	111·5	111·6	111·4	111·4	111·5*	111·5*
	Home market sales	10o·7	107·5	108·3	109·0	109·4	107·5	108·6	109·1	109·2	109·5	109·4	109·4	109·4*	109·5*
Order XII	Clothing and footwear: Home market sales	111·9	112·3	112·9	113·1	114·1*	112·4	113·0	113·1	113·3	113·8	114·2	114·3	114·7*	115·2*
Order XIV	Timber industries: Home market sales	115·5	116·8	117·5	119·0	121·1	116·9	117·9	119·1	119·9	120·8	121·0	121·4	121·4*	121·7*
481 to 483	Paper industries: Home market sales	113·5	113·9	114·3	115·4	118·3	114·0	114·6	115·6	116·1	117·8	118·5	118·6	118·6*	118·4*
Order XVII	New construction‡	127	128	§129	131	132*				131			132*		

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡ Index of building costs figures relate to average for the quarter. § Revised figure. ‡‡ Revised figures from 1963, as follows:—

	1963 1st. Qtr.	1963 2nd Qtr.	1963 3rd Qtr.	1963 4th Qtr.	1963 A.A.	1964 A.A.
All manufactured products – Total sales	118·8	119·3	119·6	120·4	119·5	123·2
All manufactured products – Home market sales	119·4	119·6	119·8	120·7	119·9	123·9
Products of manufacturing industries other than food, drink and tobacco – Total sales	120·1	120·5	120·9	121·2	120·7	123·6
Products of manufacturing industries other than food, drink and tobacco – Home market sales	121·1	121·4	121·5	121·8	121·4	124·7

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Service Branch of the Board of Trade.*

3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 19, 1965. (monthly averages)

	1964		1965		
	May	Nov.	Mar.	April	May
Coal†	151·3	153·3	159·0	151·9*	152·1*
Slates	166·2	172·5	172·5	172·5	172·5
Salt	113·8	111·0	111·0	110·7	110·7
Flour	119·3	119·3	117·5	117·3	117·3
Sugar, refined	124·7	127·4	127·0	122·6	116·0
Chocolate and sugar confectionery	108·0	108·8	111·0	111·1*	111·1*
Beer	116·8	117·0	119·3	119·3*	119·3*
Tobacco and cigarettes	136·4	139·3	139·3	151·5	154·6*
Hard coke	164·0	164·0	177·0	177·0	177·0*
Motor spirit, standard grade (including duty)	109·4	118·2	122·7	122·7	122·7*
Medium fuel oil (950 secs.)	138·9	138·9	138·9	138·9	138·9*
Lubricating oils and greases	129·3	129·5	128·9	128·9	128·9*
General chemicals	100·0	100·6	100·6	100·6*	100·5*
Pharmaceutical chemicals	65·8	65·7	65·8	65·8	65·8*
Pharmaceutical preparations	99·0	100·7	101·1	101·2	101·2*
Toilet preparations	133·1	132·9	138·4	138·8*	139·7*
Paint for building and decorating	115·7	115·9	115·9	116·0	116·3*
Soap	138·0	146·1	151·4	154·6*	155·6*
Soapless detergents	102·0	104·8	106·4	106·4*	106·4*
Synthetic resins and plastic materials	76·5	74·7	74·8	74·7*	74·8*
Steel sheets	133·4	134·2	134·2	135·4	135·6
Tinplate	120·3	124·2	127·0	125·7	125·3
Other steel goods (excluding tubes)	133·8	133·8	134·7	136·0	136·3*
Steel tubes	140·8	141·0	141·0	142·1	142·5
Iron castings	145·7	146·4	148·3	148·4	148·5*
Aluminium and aluminium alloy products:					
Extruded and drawn	142·2	142·2	145·2	145·2	145·2
Rolled	132·9	132·9	136·3	136·3	136·3
Castings	139·5	139·5	144·1	144·1	144·1*
Forgings	135·5	135·6	138·3	138·3	138·3
Brass, ingot 65-35, B.S. 1400: B3, delivered	123·9	144·8	132·4	137·1	139·7
Photographic paper and films, etc.	125·4	126·0	126·0	126·0	126·0*
Spectacles, etc.	125·8	130·2	130·2	130·2	130·2
Dental goods	135·6	137·2	137·9	138·5*	138·5*
Gramophone records	138·5	138·5	138·5	138·5	138·5
Domestic electrical appliances	101·0	101·2	101·5	101·8*	101·8*
Perambulators, etc.	123·9	124·5	128·0	128·0	128·0*
Tools and implements	144·2	147·2	149·8	151·4	151·4*

	1964		1965		
	May	Nov.	Mar.	April	May
Cutlery	132·1	132·8	135·6	135·7*	135·7*
Cutlery (other than razors and razor blades)	132·8	133·9	138·8	139·2	140·8
Spoons and forks	147·2	150·3	153·4	154·9*	154·9*
Galvanized cisterns, tanks and cylinders	157·1	163·3	163·3	163·3	163·3
Domestic hollow-ware	146·8	147·7	156·5	156·5	156·5*
Domestic gas appliances	112·2	112·2	113·2	113·2	113·2
Cotton yarn	94·8	97·7	97·4	97·2	97·2*
Spun rayon yarn	103·8	106·1	107·5	107·2*	107·2*
Irish linen yarns (wetspun)	134·5	134·5	127·2	126·3	126·3
Cotton cloth	100·0	104·0	105·4	105·6*	105·6*
Linen	127·9	129·7	130·9	131·0	131·0*
Rayon and acetate fabric	113·9	118·2	119·6	119·8*	119·8*
Wool tops	92·2	85·6	77·1	78·3	78·4
Worsted yarns	98·3	95·1	89·9	90·7	91·1*
Harris tweed	108·3	108·3	108·3	108·3	108·3
Serge cloth	102·6	100·8	97·4	97·4	97·7
Jute yarn	107·7	125·4	125·4	125·4	128·4*
Jute piece-goods	112·4	127·8	127·8	127·8	128·2*
Rope, twine and net	128·2	129·3	122·8	122·6*	122·4*
Hosiery and other knitted goods	98·1	100·2	101·1	101·1*	101·2*
Carpets and rugs	127·4	127·8	127·8	127·8*	127·7*
Canvas goods and sacks	99·2	99·7	105·2	105·7	105·7*
Leather for footwear	104·5	108·5	108·8	108·8*	108·8*
Travel goods	124·7	125·4	127·8	127·8	127·8
Made-up clothing	111·5	112·3	113·6	114·1*	114·6*
Weatherproof outerwear	102·6	102·8	104·6	104·5	104·6*
Men's and boys' tailored outerwear	113·0	113·9	114·8	115·9*	116·9*
Women's and girls' tailored outerwear	110·3	110·1	110·9	111·1*	111·7*
Women's and girls' light outerwear	109·6	110·7	112·1	112·2*	112·3*
Footwear (excluding rubber)	113·5	113·7	114·8	114·8*	114·9*
Refractory goods, including bricks	145·4	145·7	149·8	149·8	149·8
Non-refractory goods, including bricks	129·1	130·6	131·4	132·9*	133·5*
Building bricks, common, other than fletton, *ex works.*	131·5	134·1	137·4	139·2*	140·5*
Building bricks, fletton common, *delivered.*	119·3	119·3	119·3	119·3	119·3
Electrical porcelain	128·4	132·3	132·8	132·8*	132·8*
Domestic china and earthenware	139·1	142·3	143·0	143·0*	145·4*
Glass (other than containers)	133·1	135·2	135·2	135·3*	135·3*
Glass containers	118·4	123·4	124·3	127·2*	127·2*

* Provisional figure. † This index is based on prices ruling on the last day of the month

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3 (a). (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1964		1965		
	May	Nov.	Mar.	April	May
Cement, delivered	124·5	124·5	124·5	124·5	124·5
Abrasive paper and cloth	128·7	128·7	132·1	132·1	132·1
Cast stone and cast concrete products	112·8	117·1	117·5	117·5*	117·5*
Home-grown hardwood	102·4	104·5	105·4	105·5	105·5
Domestic furniture	119·8	120·2	122·8	122·8*	122·8*
Bedding, etc.	111·3	113·5	117·6	117·6	118·0*
Wooden boxes, packing cases, crates, etc.	119·1	121·2	123·7	123·7	124·9*
Paper and board	112·2	112·9	115·1	115·1*	115·1*
Cardboard boxes, cartons and fibreboard packing cases.	112·6	116·1	119·6	119·6*	119·1*
Wallpaper	133·8	133·8	138·0	138·0	138·0
Paper bags	118·4	118·4	123·2	123·2	123·2*
Manufactured stationery	119·6	120·4	123·7	123·7	123·7*
Other manufactures of paper and board	108·1	108·1	112·1	112·1*	112·1*
Rubber tyres and tubes	123·4	123·4	123·4	124·3	124·3*
Rubber goods (other than tyres and tubes)	115·6	117·3	119·8	120·0*	120·8*
Rubber footwear	125·9	125·9	135·2	135·2	135·7*
Linoleum and felt base	135·5	137·5	142·0	142·0	142·0
Brushes and brooms	138·8	138·9	141·6	142·8	142·8*
Toys and games	121·0	122·1	126·0	126·0*	126·0*
Sports equipment	133·4	133·9	134·6	134·6*	134·6*
Pens and pencils	112·3	112·3	115·4	115·4*	115·4*
Other stationers' goods	130·3	130·3	132·7	132·7	133·4
Plastic mouldings	103·8	104·0	105·4	105·9*	105·9*

* Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1964		1965		
	May	Nov.	Mar.	April	May
Hides and skins	80·8	91·5	90·0	92·2	92·2*
Imported	89·8	94·6	96·3	98·0	98·0*
Native	67·2	86·9	80·5	83·5	83·5*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	123·1	123·1	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	120·8	204·3	180·5	196·7	201·1
Lead, ex-ship, wharf or warehouse†	91·7	137·4	148·7	132·8	113·9
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent, settlement price	146·5	207·0	180·8	198·9	212·6
Zinc, ex-ship, wharf or warehouse†	159·1	159·8	146·5	146·5	150·2
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	120·5	122·1	117·3	114·8	114·8*
Palm oil, c.i.f., in bulk	100·1	109·3	129·0	129·7*	129·7*
Whale oil, acid, soft, naked, ex-works	75·1	74·9	90·4	104·0*	104·0*
Pyrites, c.i.f., United Kingdom ports	60·4	70·3	61·4	60·7	60·7*
Rubber, No. 1 R.S.S. one month future	102·0	105·5	106·6	109·4	109·6
Sulphur, crude (for acid making), c.i.f.	62·9	64·2	71·9	71·9	71·9
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	160·6	154·9	157·6	156·7	156·9*
Cotton, raw	72·9	71·8	71·7	70·8	70·9
Jute, raw, 'Export Firsts', c.i.f. Dundee	118·6	155·4	143·7	148·5	152·7*
Jute, raw, 'Export Lightnings', c.i.f. Dundee	114·5	150·2	142·4	149·9	153·0*
Silk, raw, delivered mill	114·9	116·2	140·8	142·6	141·8
Sisal, East Africa No. 1 Grade, c.i.f. London	172·7	126·0	109·7	109·1	108·6
Wool, raw	91·1	84·0	74·8	76·4	76·4*
Crossbred, medium and coarse, c.i.f. U.K.	107·6	97·0	84·1	89·4	89·4*
Crossbred, fine, c.i.f. U.K.	93·7	86·2	74·8	75·8	75·8*
Merino, c.i.f. U.K.	80·8	76·7	69·0	70·0	70·0*
Timber:					
Imported hardwood (ex-yard or wharf)	112·4	115·1	114·8	114·8*	115·3*
Imported plywood (delivered to consumers)	101·8	117·1	119·3	119·2	119·2*
Imported softwood (delivered to consumers)	113·0	116·1	118·0	118·2	118·4
Woodpulp, imported	100·3	100·9	104·4	104·4	104·4

* Provisional figure.
† L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7246 or 7216.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 19, 1965.

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Metal working machine tools deliveries and orders in March

THE CURRENT monthly figures shown on the attached table are based on returns made to the Board of Trade by firms accounting for about 75 per cent of deliveries and include estimates for smaller firms making quarterly returns only. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools, details of which are published in the Board of Trade's Business Monitor P.64.

To assist in the interpretation of trends in the metal working machine tools industry the figures are also published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors excludes regularly recurring influences it still reflects the effects of factors that do not recur regularly. Moreover the seasonal pattern may be changing. The month-to-month variations are therefore kept under review and the seasonal adjustment factors are reassessed each year, as another twelve months' experience becomes available. Notwitstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the industry. The comments on recent trends given below relate to the seasonally adjusted series.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend; the month-to-month fluctuations are particularly marked in the case of the derived net new order series. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

New ordering in March as in February was at a lower level than in January and in the closing months of 1964. After allowing for seasonal factors net new orders in the three months January to March were 6 per cent lower than in the previous three months. New export orders in the first quarter of this year were 9 per cent lower than in the last quarter of 1964; new orders for the home market decreased by 5 per cent over the same period.

Home deliveries continued at a high level in March to give an increase of 5 per cent in the first quarter of 1965 compared with the last quarter of 1964. Export deliveries during this period were 5 per cent lower than in the preceding three months.

Orders on hand for the home market strengthened further during March and by the end of the month were 7 per cent higher than at the end of December. The export order position showed a small increase during March.

TABLE 1: Metal working machine tools orders and deliveries: recorded figures (1)

£'000

	Deliveries			Orders Outstanding			Net New Orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,384	16,075	38,309	59,798	17,465	42,333
1959	78,768	18,552	60,216	55,892	15,740	40,151	80,276	18,217	62,058
1960	94,936	24,310	70,626	105,703	24,296	81,407	144,747	32,868	111,879
1961	115,713	28,627	87,086	116,916	32,088	84,829	126,926	36,420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60,449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,085
1962 1st quarter	32,525	8,536	23,989	111,008	31,514	79,494	26,617	7,962	18,654
2nd quarter	31,731	8,590	23,142	107,385	34,233	73,153	28,108	11,308	16,800
3rd quarter	30,934	8,935	21,999	99,721	35,735	63,986	23,270	10,438	12,833
4th quarter	31,982	9,410	22,572	88,266	34,691	53,576	20,527	8,366	12,161
1963 1st quarter	31,837	10,742	21,095	78,874	31,468	47,406	22,444	7,519	14,925
2nd quarter	28,165	9,426	18,739	74,618	30,281	44,337	23,909	8,239	15,670
3rd quarter	26,644	9,444	17,200	70,403	30,410	39,993	22,429	9,573	12,856
4th quarter	27,516	9,576	17,939	69,025	29,156	39,869	26,138	8,322	17,816
1964 1st quarter	31,471	10,222	21,249	70,949	27,658	43,292	33,395	8,723	24,672
2nd quarter	28,017	8,524	19,493	74,848	28,941	45,907	31,916	9,808	22,108
3rd quarter	28,798	8,119	20,679	81,307	30,176	51,131	35,258	9,354	25,904
4th quarter	33,423	10,936	22,487	86,573	29,527	57,046	38,689	10,287	28,402
1965 1st quarter*	35,356	10,887	24,469	89,370	27,795	61,575	38,153	9,155	28,998
1964 January	10,343	3,317	7,027	70,222	28,909	41,313	11,540	3,069	8,471
February	9,847	3,326	6,521	71,615	28,325	43,289	11,240	2,742	8,498
March	11,281	3,580	7,701	70,949	27,658	43,292	10,615	2,912	7,703
April	9,440	3,080	6,361	72,429	27,637	44,793	10,921	3,059	7,862
May	9,060	2,679	6,381	72,877	27,931	44,947	9,508	2,973	6,535
June	9,517	2,766	6,751	74,848	28,941	45,907	11,487	3,776	7,711
July	9,192	2,403	6,789	78,342	29,433	48,909	12,686	2,895	9,791
August	8,457	2,403	6,055	79,439	29,887	49,552	9,554	2,856	6,698
September	11,149	3,314	7,835	81,307	30,176	51,131	13,017	3,603	9,415
October	10,519	3,428	7,090	83,483	30,538	52,945	12,694	3,791	8,904
November	10,892	3,271	7,621	85,454	30,507	54,946	12,863	3,240	9,622
December	12,012	4,236	7,776	86,573	29,527	57,046	13,132	3,256	9,876
1965 January*	10,669	3,490	7,179	90,036	29,197	60,840	14,132	3,160	10,972
February*	11,692	3,655	8,038	90,045	28,204	61,841	11,701	2,662	9,039
March*	12,995	3,742	9,253	89,370	27,795	61,575	12,319	3,333	8,986
January-March 1964	31,471	10,222	21,249	70,949	27,658	43,292	33,395	8,723	24,672
January-March 1965	35,356	10,887	24,469	89,370	27,795	61,575	38,153	9,155	28,998
Percentage change	+12	+7	+15	+26	N/C	+42	+14	+5	+18

*Provisional.
(1) Figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.

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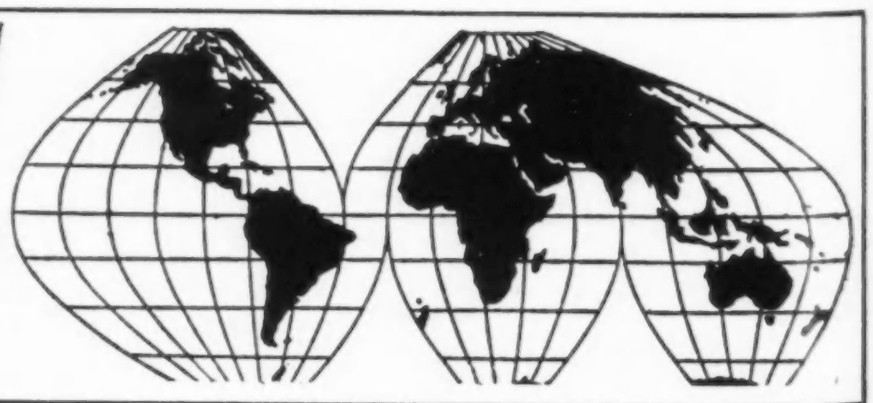
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TABLE 2: Metal working machine tools order and deliveries: Seasonally adjusted (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,874	16,117	38,757	59,799	17,461	42,338
1959	78,768	18,552	60,216	56,441	15,762	40,679	80,335	18,197	62,138
1960	94,936	24,310	70,626	106,804	24,259	82,545	145,299	32,807	112,492
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,701	88,995	34,461	54,534	98,109	37,963	60,146
1963	114,162	39,188	74,974	69,625	28,960	40,665	94,792	33,687	61,105
1964	121,709	37,801	83,908	87,532	29,322	58,210	139,616	38,163	101,453
1962 1st quarter	30,862	7,991	22,871	113,021	32,827	80,194	25,825	8,849	16,976
2nd quarter	32,427	9,290	23,137	107,196	34,416	72,780	26,602	10,879	15,723
3rd quarter	32,061	8,965	23,096	98,912	34,606	64,306	23,777	9,155	14,622
4th quarter	31,822	9,225	22,597	88,995	34,461	54,534	21,905	9,080	12,825
1963 1st quarter	30,218	9,987	20,231	80,898	32,980	47,918	22,121	8,506	13,615
2nd quarter	28,850	10,107	18,743	74,393	30,419	43,974	22,345	7,546	14,799
3rd quarter	27,742	9,672	18,070	69,722	29,285	40,437	23,071	8,538	14,533
4th quarter	27,352	9,422	17,930	69,625	28,960	40,665	27,255	9,097	18,158
1964 1st quarter	29,940	9,565	20,375	72,766	28,992	43,774	33,081	9,597	23,484
2nd quarter	28,652	9,219	19,433	74,629	29,086	45,543	30,515	9,313	21,202
3rd quarter	29,931	8,253	21,678	80,771	29,071	51,700	36,073	8,238	27,835
4th quarter	33,186	10,764	22,422	87,532	29,322	58,210	39,947	11,015	28,932
1965 1st quarter*	33,624	10,190	23,434	91,395	29,135	62,260	37,488	10,004	27,484
1964 January	10,713	3,392	7,321	70,509	29,113	41,396	11,597	3,545	8,052
February	9,625	3,162	6,463	72,109	28,992	43,117	11,225	3,041	8,184
March	9,602	3,011	6,591	72,766	28,992	43,774	10,259	3,011	7,248
April	10,516	3,469	7,047	73,093	28,699	44,394	10,843	3,176	7,667
May	8,851	2,779	6,072	73,312	28,677	44,635	9,070	2,757	6,313
June	9,285	2,971	6,314	74,629	29,086	45,543	10,602	3,380	7,222
July	8,931	2,295	6,636	77,701	28,743	48,958	12,003	1,952	10,051
August	10,206	2,861	7,345	77,366	28,738	48,628	9,871	2,856	7,015
September	10,794	3,097	7,697	80,771	29,071	51,700	14,199	3,430	10,769
October	10,724	3,345	7,379	82,861	29,969	52,892	12,814	4,243	8,571
November	10,890	3,411	7,479	85,223	30,056	55,167	13,252	3,498	9,754
December	11,572	4,008	7,564	87,532	29,322	58,210	13,881	3,274	10,607
1965 January*	11,071	3,569	7,502	90,365	29,403	60,962	13,904	3,650	10,254
February*	11,464	3,474	7,990	90,463	28,868	61,595	11,563	2,940	8,623
March*	11,090	3,147	7,943	91,395	29,135	62,260	12,022	3,414	8,608
Average of the latest 3 months	11,208	3,397	7,812	..	..	..	12,496	3,335	9,162
Average of the previous 3 months	11,062	3,588	7,474	..	..	..	13,316	3,672	9,644
Percentage change	+1	—5	+5				—6	—9	—5

*Provisional.
(1) See footnote (1) to Table 1.
(2) Figures derived from the seasonally adjusted deliveries series and from changes in seasonally adjusted orders on hand in the period.

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Marine inquiry

THE BOARD OF TRADE have directed that a Formal Investigation be held into the circumstances attending the collision between the m.v. *Gannet*, of London, O.N. 187369 and the m.v. *Katharina Kolkmann* of Germany, in the Straits of Dover on March 29, 1965.

A further announcement will be made when the date and place of hearing have been fixed.

H.M. Coastguard appointment

Commander S. H. Pinchin, the present Deputy Chief Inspector, HM Coastguard, will retire on March 31, 1966. He will be succeeded by Lt.-Commander J. A. Douglas.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. " . . . *essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*"—*The Times.* Monthly **3s. 6d.** (by post 3s. 11d.). Annual subscription **£2 7s.** including postage.

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Turnover of the catering trades in April

THE TOTAL turnover of the catering trades in April was 11 per cent higher than a year earlier compared with an increase of only 4 per cent in March. The fact that Easter was in the April period this year and in the March period in 1964 probably contributed to the magnitude of the increase for April, which should not be regarded as indicating the normal trend of turnover. Taken together the increase in March and April 1965, as compared with a year earlier, was about 7½ per cent, an increase much in line with the general trend since the middle of 1964. The high percentage increase for April, as compared with a year ago, may have been due, in part at least, to the Budget increases in the duty on alcoholic drink and tobacco, particularly in the case of public houses.

All kinds of business showed increased sales, in March and April taken together, compared with the corresponding periods last year.

Index numbers of turnover per week and percentage changes on a year earlier (a)

1960 = 100

Kind of business (Turnover in 1960 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963	117	96	119	134	119	94	93	100	111	113	130	136	142	126	118	109	126
	1964	126	105	127	145	127	104	102	109	115	130	135	149	150	137	126	118	136
	1965		111				107	110	114	127								
	1964	+8	+10	+7	+8	+8	+11	+10	+9	+3	+15	+4	+10	+6	+8	+7	+8	+8
	1965	+7(b)	+5				+3	+8	+4	+11								
Licensed hotels and holiday camps (£169 million)	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963	118	76	124	167	107	69	72	85	103	113	149	169	184	151	128	94	100
	1964	128	86	138	181	113	79	82	97	108	133	161	189	197	163	135	98	108
	1965		91				83	90	99	119								
	1964	+8	+13	+10	+9	+6	+15	+13	+13	+5	+18	+7	+12	+7	+8	+5	+5	+8
	1965	+7(b)	+6				+5	+10	+3	+10								
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	109
	1963	114	94	117	135	109	89	92	99	108	110	129	134	147	125	112	106	109
	1964	121	101	124	143	115	97	99	106	111	126	133	146	153	133	118	113	114
	1965		107				103	106	111	122								
	1964	+6	+8	+6	+6	+6	+9	+8	+7	+3	+14	+3	+9	+4	+6	+5	+7	+5
	1965	+7(b)	+6				+6	+7	+4	+10								
Public houses (£711 million)	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963	118	98	119	130	125	98	94	101	115	113	128	133	137	122	119	112	141
	1964	128	109	127	141	136	111	105	113	116	132	132	147	144	134	127	122	154
	1965		114				112	115	116	132								
	1964	+8	+12	+7	+8	+8	+13	+12	+11	+1	+17	+4	+10	+5	+10	+7	+9	+9
	1965	+7(b)	+4				+1	+9	+3	+14								
Canteens and catering contractors (£102 million)	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	115	110
	1963	115	120	113	106	119	119	122	120	111	119	111	108	96	112	118	125	115
	1964	121	120	121	113	129	119	122	119	124	121	118	113	104	122	128	135	126
	1965		129				128	129	131	122								
	1964	+5	Nil	+6	+7	+9	Nil	Nil	—1	+12	+2	+6	+4	+9	+9	+9	+8	+10
	1965	+6(b)	+8				+7	+6	+10	—1								

(*a*) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by April 1965 sales was the four weeks from April 4, 1965, to May 1, 1965; the corresponding period in 1964 was from April 5, 1964, to May 2, 1964.
(b) Cumulative figure for January to April compared with corresponding period of 1964.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, June 11, 1965.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Wonderful Switzerland No. 3 – Alpine Summer	Br/E 30354	19	June 10	Columbia Pictures Corp. Ltd.	Tunnel Film Productions Ltd.
Movietone News 1878A	Br/E 29938	9	June 11	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1879	Br/E 29939	7	June 11	" "	" "
Pathe News 65-46	Br/E 29990	8	June 11	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.
Pathe News 65-47	Br/E 29991	8	June 11	" "	" "
The Knack . . . And How to Get It	Br/E 30355	85	June 11	United Artists Corp. Ltd.	Woodfall Film Presentations Ltd.
			FOREIGN		
The Diary of a Chambermaid	F 30351	95	June 8	Twentieth Century Fox Film Co. Ltd.	Speva Films, Cinealliance, Filmsonor, Paris; Dear Film Produzione, Rome.
The Holy Terror (Bébert et l'Omnibus)	F 30352	95	June 9	Connoisseur Films Ltd.	La Production de la Gueville, Paris.
I'll Take Sweden	F 30353	97	June 10	United Artists Corp. Ltd.	Superior Films Inc.

CORRECTION TO THE REGISTER:
The playing time of the film 'Tiger of Terror' (F 30228) registered on March 31, 1965, has been corrected to 89 minutes.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in April showed an increase of 2 per cent on a year earlier. This compares with an increase of 9 per cent in March and a decrease of 6 per cent in February.

The value of stocks held at the end of April was 3 per cent higher than a year earlier.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to: The Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444.)

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1963 Year	108	+ 3	..	..
1964 Year	112	+ 4	..	..
1964 1st quarter	100	+ 9	145	+4
2nd quarter	101	+ 3	135	+6
3rd quarter	111	+ 4	153	+7
4th quarter	138	+ 1	124	+5
1965 1st quarter	99	— 1	150	+4
1964 April	109	+ 8	139	+6
May	98	— 6	140	+7
June	96	+10	135	+6
July	79	+ 2	142	+5
August	97	+ 4	155	+6
September	156	+ 5	153	+7
October	156	— 1	135	+5
November	136	+ 3	133	+4
December	121	Nil	124	+5
1965 January	69	—10	129	+4
February	90	— 6	148	+6
March	137	+ 9	150	+4
April	111	+ 2	143	+3

Percentage of corresponding values for 1964.

Analysis by Department

	Sales		Stocks (b)
	April 1965	January 1 to April 30	April 1965
Women's knitted outerwear, blouses and skirts	114·3	109·8	112·4
Women's coats, costumes, furs and raincoats	102·4	97·6	106·0
Women's underwear	94·2	97·9	114·0
Women's hose and children's socks	94·3	85·8	91·3
Women's millinery	113·3	106·9	111·6
Haberdashery, ribbons and wool	97·2	95·7	83·2
Children's wear	111·8	102·8	104·5
Men's and boys' shirts, pyjamas and outfitting	93·7	93·2	100·3
Gloves	102·7	89·9	141·8
Piece-goods and nets	115·6	108·7	102·1
Household textiles	100·2	95·7	98·3
Floor-coverings, furniture and hardware	95·0	98·6	106·6
Grand total (a)	102·1	99·7	103·2

Notes; (a) Including some items not included among the sub-headings. (b) Values at cost.

Manufacturers' agents congress

THE THIRD International Congress, organized by the International Union of Commercial Agents and Brokers, will be held in London from June 21 to 23. Inquiries should be addressed to the Secretary of the Manufacturers' Agents Association of Great Britain and Ireland Inc., PO Box 8, Majestic House, High Street, Staines, Middlesex.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from The Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, EC.3.

General Notice No.

49 Temporary importations: International Co-operation.
77E Purchase Tax – Exports.
106 Temporary Exportation of Commercial Sales.
113 Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206 Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207 Reimported goods: relief from Customs Duty and Purchase Tax.
210 Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215 Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
299 A.T.A. Carnets for temporarily imported goods.
427 Declaration of value on Customs export documents.
S.N.6 Notice to Passengers (Exchange Control and Export Licensing). Notice to Exporters – Exchange Control (issued by HM Treasury – also obtainable from any bank).

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131 Sugar Act 1956. Composite goods containing sugar or molasses. Procedure following a change in rate of surcharge, etc., under the Act.
171 Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172 Drawback on hydrocarbon oils.
218 Drawback on certain imported goods exported without change of state.
219 Drawback on certain exported goods manufactured from imported materials on which duty has been paid.
224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
251 Remission or repayment of the Temporary Charge on Imports.
278 Drawback on tea, sugar, invert sugar, liquid glucose, cocoa, cocoa butter, coffee and composite goods, chargeable with duty under The Import Duties Act, 1958.
291 Claims for drawback on goods exported where there has been a variation in the duty rate.
372 Authorization of signatories to drawback claims.
430 Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
432 Sugar Act, 1956, Surcharge, Distribution Payments and Corresponding Repayments.

Export Rebates

435 Schedule of Rates.
436 General outline of scheme and procedure for claiming.
437 Ships and Aircraft.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Government surplus sales by auction

MINISTRY OF DEFENCE (ARMY DEPT.)

1965	Stores	Location	Auctioneers
June 22 .	Machine tools, textiles, clothing, rags and miscellaneous footwear, mild steel sheets, engineering tools, M.T. spares, clasp knives, bedding, furniture and general stores, leather and composition soles and heels.	Central Ordnance Depot, Bicester, Oxon. .	Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 73).
June 30 .	Men's and women's boots and shoes, berets, greatcoats, blouses, trousers, haversacks, packs and straps, kitbags, L.D.C. 58 KVA diesel generating sets, 71 h.p., engineers' tools, kitchenware, furniture, mattresses, blankets, carpeting, rugs, electric cable, wireless receivers and spares, M.T. spares, scrap metal, mixed rags, stencil plates, bearings, nuts, washers and screws, scrap wood.	Command Ordnance Depot, Kinnegar, Holywood, Co. Down, Northern Ireland. (*Sale at The Mart, 13 Gloucester Street, Belfast.*)	Osborne, King and Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel 20233).
July 2 .	Clothing, blankets, rags, webbing equipment, batteries, furniture and curtains, tentage, jerricans, M.T. spares, etc., steel helmet bodies.	Colchester and Cambridge. (*Sale at Command Ordnance Sub-Depot, Reed Hall, Colchester.*)	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171).

Catalogues for each sale shown above may be obtained from the appropriate Auctioneer 14 days prior to the date of Sale. Price 1s. 0d. (*Postal Orders only*).

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
June 23, 24 and 25	Nissen and Romney type, Uniseco and brick/asbestos buildings with large quantity of sanitary and electrical fittings, Denison weighbridge (30 tons). Approx. 1,100 lots in all.	Sculthorpe Airfield, Fakenham, Norfolk .	Cruso and Wilkins, 16 The Square, Fakenham, Norfolk (Tel. 2555) or Tuesday Market Place, Kings Lynn, Norfolk. (Tel. 3111).

Catalogues free of charge from the Auctioneers. View day June 22 only.

July 14 .	Miscellaneous Stores and Equipment – mostly Furniture in small lots.	Royal Air Force, Yatesbury . . .	Bruton Knowles & Co. (AFD 1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).
July 22 .	Miscellaneous Stores and Equipment .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD 1), 65 Coventry Street, Kidderminster. (Tel. Kidderminster 2057 and 4211).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

TENDER SALES

Tenders invited for the purchase and removal of 2 Radar Cabins (approximately 1 ton of non-ferrous and 5 tons of ferrous materials) near Woodbridge, Suffolk. Apply to Ministry of Defence (AFC. 19a(Air), Turnstile House, London, W.C.1, for tender forms.

Catfoss airfield: 325 acres with vacant possession on completion, except for 40 acres or thereabouts subject to annual agricultural tenancy, including three hangars A, A1 and T1 type, and other useful buildings will be offered for sale by public auction in 12 lots on Tuesday, June 29, 1965, at 3.00 p.m. in the Exchange Sale Rooms of Dee and Atkinson, Driffield, E. Yorks. (This cancels the previous notice published in last week's *BTJ*).

For further particulars and free catalogues apply to the auctioneers, Messrs. Dee and Atkinson, Exchange Street, Driffeld, E. Yorks. Tel. Driffield 3151/2, or 14 North Bar Within, Beverley. Tel. 882624.

WARWICKSHIRE

Church Lawford Aerodrome, near Rugby, situated close to the A.45 within two miles of the M.45 access at Dunchurch and close to Rugby, 3½ miles; Coventry, 9 miles and Leamington Spa, 12 miles. Important dispersal and demolition sale of first-class buildings and equipment maintained in excellent condition and including approximately 25 sectional timber huts–10 'Seco' buildings–seven Nissen huts – four portable timber huts – transformers – high level water tank-boilers – cabling – large refrigerator – petrol installation (24,000-gallon capacity) – electric motors and equipment – kitchen equipment including two-pan fryer – hotplate – electric cooker – a number of 'Burco' coppers – household equipment – fencing – paving slabs – timber electric light poles and other equipment which Howkins, Staite & Sons will sell by auction upon the site on Wednesday, July 21, 1965, at 2 p.m. On view Tuesday, July 20, 1965, from 10.30 a.m. to 4 p.m. Also day of sale from 10 a.m. Catalogues containing full conditions of sale may be obtained from the auctioneers' offices, 43 High Street, Daventry. Tel. 2297/8.

WORCESTERSHIRE

Part of the Former Royal Air Force Station Wythall, having a total area of 43 acres with over 149,000 sq. ft. of covered floor space (part at present let at a low rental) suitable for storage purposes and about 15 acres of Roadways and Hardstandings mainly with Vacant Possession to be sold by Auction by Edwards, Son & Bigwood at Regent House, St. Philips Place, Colmore Row, Birmingham, on Wednesday, July 14, 1965, at 2.30 p.m.
Auctioneers Offices: 158 Edmund Street, Birmingham 3, Tel. Central 1376-9.

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Midland Bank

SPOTLIGHT ON OVERSEAS TRADE №6

The preparation of the various documents required to sell goods overseas often appears to deter potential exporters and those wishing to enter new markets. A helpful summary of the necessary documents, together with other useful information is contained in the Midland Bank's pamphlet

SPOTLIGHT ON OVERSEAS TRADE No. 6

This is the latest in the "Spotlight" series which the Midland Bank issues from time to time on matters of topical interest on overseas trade.

Copies may be obtained from any of the Bank's 2,550 branches or

The Panel for Overseas Trade Development

Midland Bank Limited

Overseas Branch

60 Gracechurch Street, London E.C.3
Telephone : MONarch 9944

Exhibitions and Fairs

Mr. Douglas Jay's statement on British Weeks

MR. DOUGLAS JAY, *President of the Board of Trade, has made the following statement on British Weeks following the British Week in Amsterdam:*

'The splendid effort made by some 800 firms at the recent British Week in Amsterdam deserves the warmest congratulation. These firms, many of them new to the market, displayed through the Dutch stores an impressive range of consumer goods – goods of modern design – goods at competitive prices – goods of quality material. We can all be proud of the effort and enthusiasm of those who took part.

'With the experience of British Weeks in Dusseldorf, Copenhagen and Amsterdam to draw on, we at the Board of Trade are now preparing for the Week in Milan which takes place next October. We expect that this will be the largest British Week so far staged, and that a record number of firms will participate.

'Every kind of consumer requirement will be on display in this attractive and sophisticated market. The Italian customer will have the opportunity of seeing and buying the best that Britain has to offer in food and drink, clothing, furnishings, textiles, household goods, toys, footwear, jewellery and many other items. In 1964 the United Kingdom exported goods worth some £130 million to Italy. With hard salesmanship and initiative British industry can well improve on that figure during 1965, and I am confident that the British Week in Milan will make a substantial contribution.'

Note:

British Weeks are organized by the Board of Trade and the Export Council for Europe. The Milan Week will be opened by Mr. Douglas Jay on October 9, and will be visited by HRH the Duke of Edinburgh. The next British Week to be staged will be in Hong Kong in March 1966. For details about these two Weeks please telephone Abbey 7877, ext. 2755 (Milan) or 2761 (Hong Kong).

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Europe	*June 4*	*Sept. 3*
United Kingdom	*May 7*	*Aug. 6*
Outside Europe	*Apr. 2*	*July 2*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 3557, Germany and Scandinavia: 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Irish Republic, Greece, Turkey and Middle East: 3558, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** indicates event which is held annually at approximately the time stated.*

† indicates event which is held alternate years at approximately the time stated.

There are no Amendments and Additions to Classified Lists this week.

The 17th Luxembourg International Fair

A report by the British Embassy, Luxemburg

IN THE PRESENCE of Their Royal Highnesses the Grand Duke and the Grand Duchess of Luxembourg, and many leading businessmen and politicians, the 17th annual Luxembourg International Fair was opened on May 27. During the 11 days of its opening, the fair was expected to attract over 200,000 visitors from all walks of life.

As M. Antoine Wehenkel, the Luxembourg Minister for National Economy, said at the opening ceremony, the International Fair is the most important commercial event of the year in this small country of some 325,000 people. This year, in the compass of some 400 stands, it was claimed that nearly 1,700 manufacturers and distributors from 38 different countries were represented by products ranging from decorative marble to yoghourt. The country represented by the most numerous exhibitors was the Federal Republic of Germany, with some 600 firms mentioned, while Luxembourg, Belgian and French firms provided a further 800.

The Luxembourg International Fair is devoted primarily to consumer goods; and the 1965 fair provided an interesting window into a highly competitive market, where the general standard of living is the highest of the Community countries and where the quality of a product is probably more important than its price. Exhibits were on the whole very well presented. In addition to the wide range of heating appliances in one of the main halls: gas and electric stoves, refrigerators, washing machines, radios, television sets and all types of kitchen equipment for both home and hotel use, there were special sections for building materials, such as roofing, exterior and interior wall and floor coverings, doors, and attic ladders; for furniture and furnishing materials; for office and shop equipment; and for miscellaneous items such as garden furniture and camping articles. The whole of the basement floor, comprising nearly 100 stands, was given over to foodstuffs, wines, spirits and soft drinks, and small items of kitchen equipment such as food mixers and coffee machines. An area in the main entrance hall included the displays of those countries which had arranged official participation in the fair: Austria, Belgium, Italy, Germany, Sweden, the Soviet Union, the United Kingdom and the United States. The Organization for Economic Co-operation and Development also had a large information pavilion. Italy had by far the largest area, most of which was devoted to an exhibition of refrigerators and washing machines, but other national displays, too, were of a high standard.

The British official stand, designed and erected by the Central Office of Information for the Board of Trade, was modest but effective and the subject of a number of complimentary remarks on the opening day. It compared favourably with the other official stands which, apart from those of Sweden and the Soviet Union, were on a much larger scale. It showed, in the form of transparencies, various British achievements in the industrial field, and included a display of articles selected for Design Centre awards in 1964. The two ladies at the commercial information counter in the stand were kept well occupied throughout the fair.

In contrast, British commercial participation was unfortunately disappointing. The names of only 34 British exporters appeared in the fair catalogue as being represented by their Belgian or Luxembourg distributors, and 12 of these were suppliers of wine and spirits. While it is to be expected that the participation of Luxembourg's immediate neighbours, who admittedly have many trading advantages over British exporters, would predominate, it is to be hoped that the United Kingdom will be better represented at the 18th Luxembourg International Fair in 1966.

First demonstrations in the United States of the Robotug driverless tractor will be given by Derek Helps, Manager of EMI Electronics, Automation Division, seen here taking a ride on the EMI Youngman Robotug before it is loaded on to a waiting BOAC aircraft, bound for Detroit. In normal operation the Robotug requires no driver, but follows an energised wire buried just below the ground and can stop at pre-selected stations on multi-route distribution systems.

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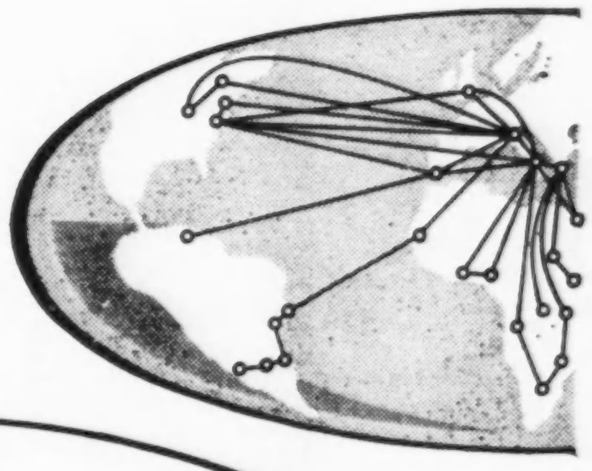

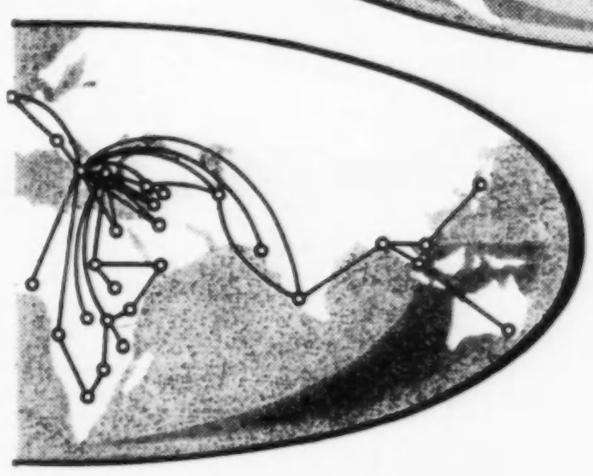

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ur Export Intelligence contact is either at your arest Board of Trade office or Export Intelligence adquarters at Hillgate House in London. You'll find e man you talk to keen to help. You may well want to range a meeting. Above all, ours is a *personal* service. fact, the individual attention we can give you is obably one of the most valuable aspects of our service.

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7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

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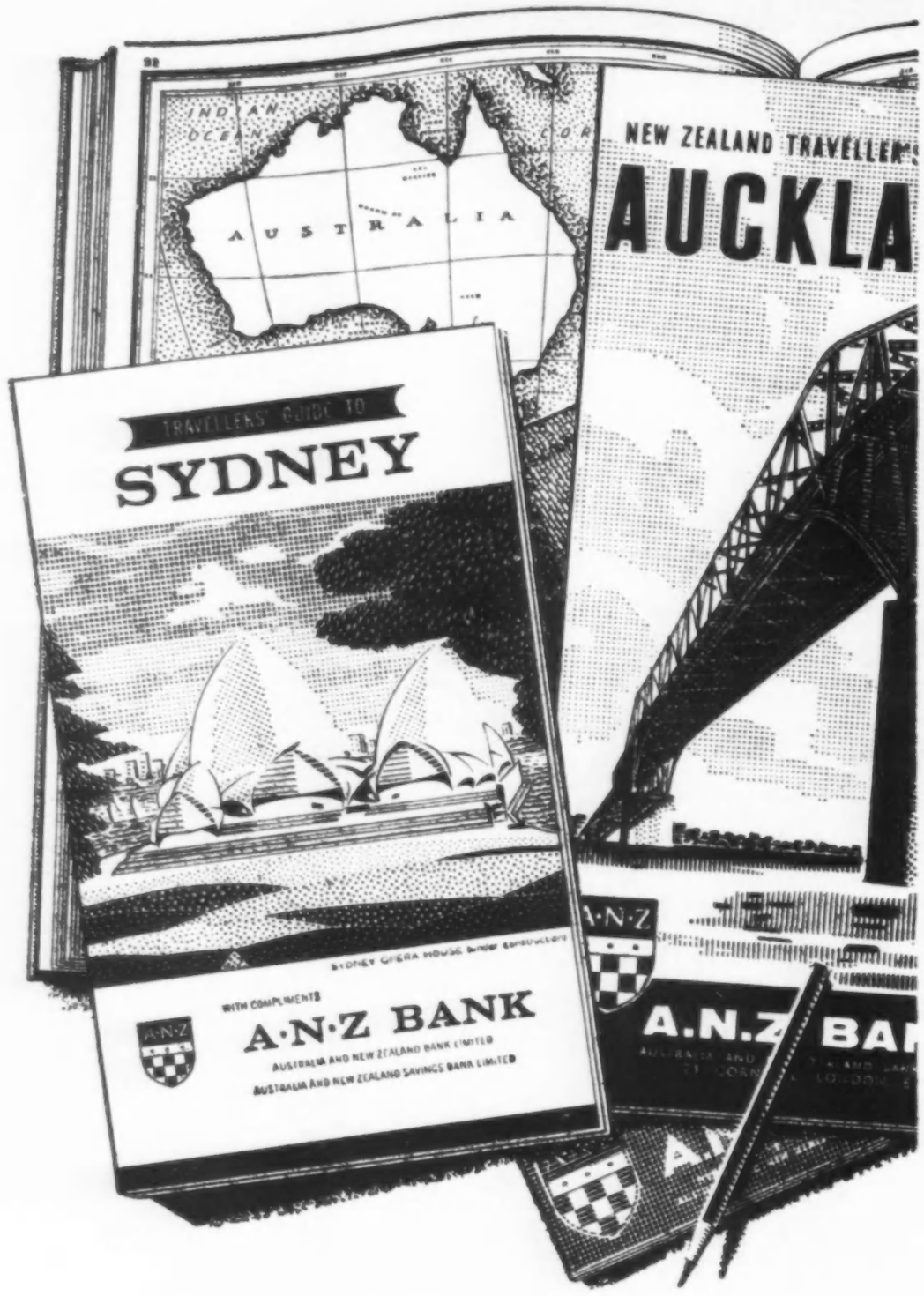

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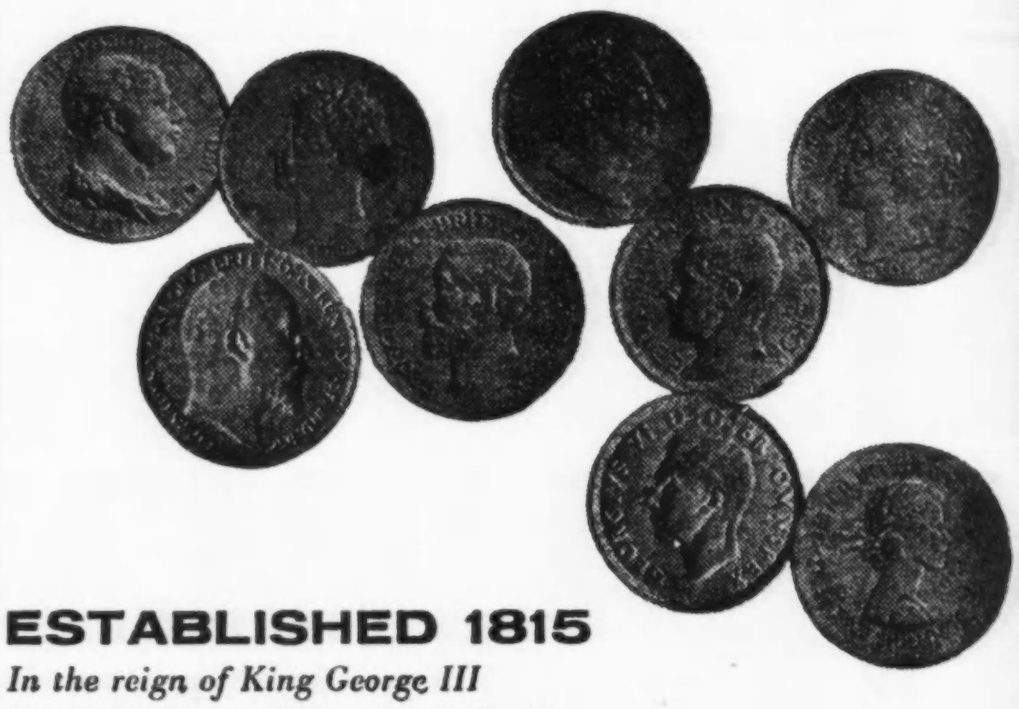

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Poland

REPRESENTATIVES of Britain and Poland have discussed the progress of trade between their two countries and have agreed to postpone until later in the year the annual trade negotiations. Meantime, the current arrangements for trade between the two countries will be extended until December 31, 1965 and quotas, other than those already agreed for the import into the United Kingdom of butter and bacon, will be established on each side at one-half of the level of the quotas for the trade year ending June 30, 1965. Details of the quotas for the six months ending December 31, 1965 will be published in the *Board of Trade Journal* shortly.

The general prohibitions and restrictions relating to imports from all sources (listed in part 2 of the United Kingdom Customs and Excise Tariff) will continue to apply.

Notes:

The last Anglo-Polish trade negotiations, held in London in May 1964, were concerned with arrangements for the 12 months' period from July 1, 1964 to June 30, 1965. Information about these arrangements was published in the *Board of Trade Journal* for June 5, 1964.

Trade in recent years has been as follows:

	£ million					Jan-April	
	1960	1961	1962	1963	1964	1964	1965
UK Imports	35·8	36·9	38·4	40·1	48·1	17·7	14·6
UK Exports	14·8	22·5	32·5	27·6	23·9	10·3	6·6
UK Re-exports	0·1	0·8	0·5	0·5	0·9	0·3	0·2

Yugoslavia and Turkey

A TURKISH DECREE No. 6/4607 published in the Turkish *Official Gazette* No. 11997 of May 13, 1965, ratifies as from April 1, 1965, the Protocol Supplementing the Trade Agreement between Turkey and Yugoslavia concluded on December 31, 1959. This Protocol, which was concluded in Belgrade on February 19, 1965, regulates trade exchanges between the two countries for one year from April 1, 1965.

Annexed to the Protocol are two lists of goods, 'A' covering Turkish exports to Yugosalvia and 'B' covering Yugoslav exports to Turkey. These lists supersede those annexed to the 1964 Protocol.

Turkish exports to Yugoslavia will include agricultural products, fish, mineral ores, hides and skins, woollen and cotton fabrics, and walnut logs and veneer.

Yugoslav exports to Turkey will include chemicals, resins, artificial and synthetic yarns and fibres, iron and steel products, aluminium and zinc products, machinery, underground and submarine low tension cables, cinematographic apparatus and electric supply meters.

An English translation of the above-mentioned Turkish Decree containing the Protocol may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

Tunisia and Pakistan

IT HAS BEEN reported that a trade agreement between Tunisia and Pakistan was signed in Tunis on March 31.

Tunisian exports to Pakistan are understood to include cereals, citrus fruits, minerals, salt, preserves and handicraft products, and exports from Pakistan to Tunisia to include jute, tea, henna, manufactured articles such as electrical equipment, surgical instruments and sports goods, commercial films for cinemas and cotton textiles.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4.

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

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Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Export Service Bulletin in which published.

Distillation columns forming a train nearly a quarter mile long en route to Hull for shipment to the USSR. The columns, one of which is 124ft. long and weighs 41 tons, form part of a £6 million export order for ethylene gas separation plants, for which Humphreys & Glasgow Limited are the designers and main contractors.

ALGERIA

(112/65) Clothing for Algerian Police Organization. June 30. E.S.B. 18368/65.

(114/65) Road Construction for Circumscription des Travaux Publics, Du Sahara. Closing date not known. E.S.B. 20892/65.

ARGENTINA

(110/65) Television Cameras and Equipment for Argentine Republic. June 30. E.S.B. 20235/65.

AUSTRALIA

(115/65) Valves for Metropolitan Water Sewerage and Drainage Board. August 31. E.S.B. 20884/65.*

(113/65) Telecommunication System for The Overseas Telecommunication Commission. August 31. E.S.B. 20768/65.

(114/65) Dredging Project for Department of Harbour and Marine. (Further Information.) E.S.B. 17098/65.*

(114/65) Construction of Toll Facility for Co-ordinator-General of Public Works. (Further Information.) Closing date postponed to October 4. E.S.B. 37495/64.*

(111/65) Surge Diverters for Electricity Trust of South Australia. July 6. E.S.B. 20416/65.

(115/65) Transformer for Snowy Mountains Hydro-Electric Authority. October 13. E.S.B. 20883/65.*

(111/65) Transformers for Southern Electric Authority of Queensland. July 29. E.S.B. 20419/65.

(111/65) Tools for Postmaster-General's Department. July 22. E.S.B. 20420/65.

BURMA

Electrical Stores Corporation:

(113/65) Ventilation Fan. June 30. E.S.B. 20749/65.*

(114/65) Electrical Equipment. July 5. E.S.B. 20752/65.*

(113/65) Electrical and Laboratory Equipment. July 5. E.S.B. 20750/65.*

(113/65) Telephone Equipment. July 5. E.S.B. 20751/65.*

Peoples Stores Corporation:

(112/65) Press. June 30. E.S.B. 20470/65.*

(112/65) Electrical Equipment. June 30. E.S.B. 20469/65.*

(114/65) Diesel Engines. July 12. E.S.B. 20765/65.*

(113/65) Machine Tool. June 30. E.S.B. 20471/65.*

(113/65) Honing Machine. June 30. E.S.B. 20472/65.*

CEYLON

(112/65) Cranes for Ministry of Industries and Fisheries. June 2. E.S.B. 20202/65.*

(112/65) Treatment Station and Pumping Equipment for Department of Water Supply. (Further Information.) Tender documents now available. E.S.B. 20203/65.*

(113/65) Copper Ingots and Block Tin for Ceylon Government Railway. (Further Information.) Tender documents now available. E.S.B. 20205/65.*

(114/65) Civil Engineering Works for The Department of Government Electrical Undertakings. (Further Information.) Closing date postponed to June 30. E.S.B. 35942/64.

(115/65) Laboratory Equipment for Colombo Municipal Council. July 14. E.S.B. 20868/65.

(115/65) Weighing Machines for Ministry of Finance. July 13. E.S.B. 20859/65.

Ministry of Health:

(115/65) Spectacles and Cases. August 3. E.S.B. 20865/65.*

(115/65) D.D.T. Powder. August 31. E.S.B. 20866/65.*

(114/65) Hospital Equipment. (Further Information.) Tender documents now available. E.S.B. 19030/65.*

(112/65) Malathion. (Further Information.) Tender documents now available. E.S.B. 19029/65.*

Ministry of Land, Irrigation and Power:

(113/65) Vehicles. (Further Information.) Tender documents now available. E.S.B. 19071/65.*

(113/65) Air Conditioning Plant. (Further Information.) Tender documents now available. E.S.B. 19070/65.*

(114/65) Construction of Tunnel and Surge Shaft. (Further Information.) Closing date postponed to June 30. E.S.B. 26990/64.

COLOMBIA

(111/65) Lighting Installations for Empresa Colombiana de Aerodromos. July 21. E.S.B. 20713/65.

(113/65) Water Purification Plant for Empresa de Energia Electrica de Bogota. June 30. E.S.B. 19985/65.*

(114/65) Constructional Work for Empresas Publicas de Medellin. (Further Information.) Tender documents now available. E.S.B. 17543/65.*

(115/65) Generator for Industria Licorera de Caldas. July 19. E.S.B. 20885/65.

(111/65) Pumps; Electrical Plant and Mixing Equipment for Instituto Ral de Fomento Municipal. June 30. E.S.B. 20714/65.

COSTA RICA

El Instituto Costarricense de Electricidad:

(111/65) Electrical Equipment. June 30. E.S.B. 20707/65.*

(114/65) Master Clock System. July 7. E.S.B. 20756/65.*

EGYPT

(111/65) Machinery and Equipment for Gen. Organization Plant of Egypt. October 2. E.S.B. 20237/65.

FORMOSA

Central Trust of China:

(110/65) Pump. July 6. E.S.B. 20261/65.*

(110/65) Chemical Plant Equipment. July 9. E.S.B. 20259/65.*

(110/65) Measuring Instruments. July 7. E.S.B. 20260/65.*

(110/65) Valves. July 5. E.S.B. 20250/65.*

(110/65) Insulation Flange. July 6. E.S.B. 20255/65.*

(110/65) Steel Plates. July 13. E.S.B. 20252/65.*

(110/65) Steel Screen; Wire Rope. July 15. E.S.B. 20253/65.*

(110/65) Spectrophotometer. July 3. E.S.B. 20256/65.*

(110/65) Welding Electrodes. July 5. E.S.B. 20263/65.*

(*Continued on page* 1367)

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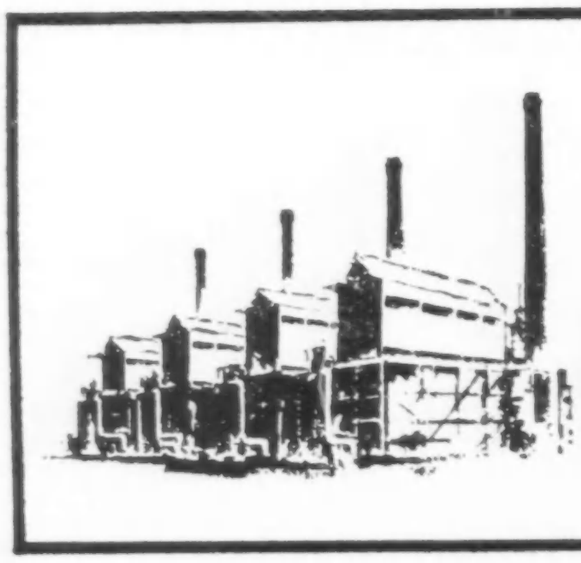

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(111/65) **Hose.** June 30. E.S.B. 20442/65.*
(111/65) **Telephone Equipment.** June 30. E.S.B. 20451/65.*
(111/65) **Alloys.** June 30. E.S.B. 20437/65.*
(111/65) **Valves.** July 5. E.S.B. 20431/65.*
(115/65) **Steel Tees.** July 9. E.S.B. 21016/65.
(111/65) **Mineral Wool Blanket.** June 30. E.S.B. 20447/65.*
(115/65) **Cooling Equipment.** July 8. E.S.B. 21014/65.*
(115/65) **Demisters.** July 8. E.S.B. 21015/65.*

GREECE

(114/65) **Timber** for Hellenic State Railways. July 2. E.S.B. 20835/65.*
Ministry of Trade:
(114/65) **Anti-Freeze.** June 30. E.S.B. 20833/65.*
(114/65) **Laboratory Equipment.** Closing date is now July 6. (Further Information.) E.S.B. 21697/64.*

INDIA

(115/65) **Gantry Crane** for Obra Dam Construction Circle. (Further Information.) Closing date postponed to July 9. E.S.B. 12470/65.*
(114/65) **Zinc** for Koyna Project. (Further Information.) Tender documents now available. E.S.B. 18765/65.*
(114/65) **Radio Equipment** for Eastern Railway. September 7. E.S.B. 20822/65.
(113/65) **Petro-Chemicals** for Indian Oil Corporation Ltd. June 30. E.S.B. 20463/65.*
(113/65) **Cranes** for U.P. State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 16122/65.*
(114/65) **Degreasing and Plating Plant** for Indian Telephone Industries Ltd. July 19. E.S.B. 20807/65.
Director General of Supplies and Disposals:
(114/65) **Driving Rods.** July 3. E.S.B. 20775/65.*
(114/65) **Guillotine Shearing Machine.** July 19. E.S.B. 20839/65.
(113/65) **Boring Machine.** July 19. E.S.B. 20784/65.*
(112/65) **Machine Tool.** (Further Information.) Bids for imported equipment will be accepted and, if necessary, the foreign exchange will be met from Free Resources. E.S.B. 19958/65.
Singareni Collieries Co. Ltd.
(114/65) **Circuit Breakers.** (Further Information.) Tender documents now available. E.S.B. 19677/65.*
(113/65) **Transformer Panels.** (Further Information.) Tender documents now available. E.S.B. 19676/65.*
Southern Railway, Madras:
(114/65) **Steel.** July 19. E.S.B. 20783/65.
(114/65) **Steel Spring Flats.** July 19. E.S.B. 20794/65.
Atomic Energy Establishment, Trombay:
(112/65) **Tractor Trailer.** July 2. E.S.B. 20290/65.
(112/65) **Platinum Dishes and Wire.** July 2. E.S.B. 20293/65.
(112/65) **Battery and Accessories.** July 3. E.S.B. 20294/65.
(112/65) **Oscilloscope.** July 1. E.S.B. 20465/65.*
Bess Purchase Organization:
(114/65) **Hoists.** August 2. E.S.B. 20812/65.
(114/65) **Cable Fault Locators.** August 4. E.S.B. 20814/65.

IRAN

(112/65) **Chemical** for Iranian Factories Corporation. July 11. Tender documents (in French) available. E.S.B. 20464/65.*
Iranian State Railways:
(114/65) **Railway Wagon Spare Parts.** August 28. E.S.B. 20840/65.*
(114/65) **Railway Wagon Spare Parts.** September 4. E.S.B. 20841/65.*
(114/65) **Laundry Equipment.** September 5. E.S.B. 20870/65.*
(114/65) **Railway Carriage Spare Parts.** August 23. E.S.B. 20849/65.*
(114/65) **Railway Wagon Spare Parts.** August 25. E.S.B. 20850/65.*
(114/65) **Laundry Machinery.** August 5. E.S.B. 20851/65.*
(114/65) **G.I. Sheets.** August 16. E.S.B. 20848/65.*
(114/65) **Railway Wagon Springs.** August 21. E.S.B. 20847/65.*

IRAQ

(113/65) **Cylinders** for Ministry of Oil. July 5. E.S.B. 20797/65.

ITALY

(113/65) **NATO Infrastructure Contract Building Work** for Ministero Difesa Aeronautica. August 31. E.S.B. G.D. 885/65.

JORDAN

(113/65) **Water Supply System Extension** for Council of the Municipality of Amman. (Further Information.) Closing date postponed to June 30. E.S.B. 6129/65.

LIBYA

(114/65) **Land Reclamation** for National Agricultural Settlement Authority. July 3. E.S.B. 20755/65.*

MALAYSIA

(111/65) **Calcium Carbide Plant** for Camel Chemical Co. Ltd. July 9. E.S.B. 20484/65.*
(113/65) **Structural Steelwork** for Port of Singapore Authority. June/July. E.S.B. 20785/65.

MOROCCO

(114/65) **Aerial** for Radio Diffusion Television, Morocaine. August 25. Tender documents (in French) available. E.S.B. 20828/65.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(113/65) **Inspection Cars.** September 17. E.S.B. 20716/65.
(113/65) **Mobile Equipment.** September 20. E.S.B. 20717/65.
(113/65) **Automotive Equipment.** July 16. E.S.B. 20718/65.
(113/65) **Surgical Equipment.** July 7. E.S.B. 20719/65.
(113/65) **Metals.** July 6. E.S.B. 20720/65.
(113/65) **Electrical Equipment.** July 5. E.S.B. 20724/65.
(113/65) **Tyres and Tubes.** July 7. E.S.B. 20727/65.
(113/65) **Bearings.** July 9. E.S.B. 20728/65.
(113/65) **Inspection Car Spares.** July 19. E.S.B. 20721/65.
Public Works Department:
(113/65) **Chemical Materials.** July 1. E.S.B. 20771/65.
(113/65) **Chemical Materials, Accessories etc.** July 2. E.S.B. 20772/65.
(113/65) **Reagents.** July 12. E.S.B. 20738/65.
(113/65) **Soundings and Foundations Apparatus.** June 30. E.S.B. 20770/65.

NEW ZEALAND

(112/65) **Stationery** for Government Printing Office. June 30. E.S.B. 20495/65.*
(114/65) **Boring Machine** for New Zealand Railways. July 7. E.S.B. 20827/65.*
General Post Office:
(111/65) **Telephone Equipment.** July 2. E.S.B. 20286/65.
(114/65) **Cable.** July 5. E.S.B. 20826/65.*

PAKISTAN

(114/65) **Compressors; Hammers** for East Pakistan Industrial Development Corporation. June 30. E.S.B. 20805/65.*
(113/65) **Cathodic Protection Unit** for Titas Gas Transmission and Distribution Co. July 30. E.S.B. 20490/65.*

SOUTH AFRICA

(115/65) **Textiles** for Cape Provincial Tender Board. July 6. E.S.B. 20875/65.*
State Tender Board:
(111/65) **Cable and Accessories.** July 2. E.S.B. 20428/65.*
(112/65) **Switch Tripping Unit.** July 2. E.S.B. 20422/65.*
(111/65) **Switchgear.** July 1. E.S.B. 20300/65.*
(111/65) **Battery Charging Plants and Engines.** June 30. E.S.B. 20403/65.*

SPAIN

(114/65) **Pier Reconstruction** for Junta de Obras y Servicios del Peutro de Vigo. July 19. E.S.B. 20845/65.
Ministerio de Obras Publicas:
(115/65) **Water Supply Works.** July 30. E.S.B. 20878/65.
(115/65) **Construction of Dams.** Closing date not known. E.S.B. 20880/65.
Ministerio del Aire:
(115/65) **Airport Works.** Closing date not known. E.S.B. 20879/65.
(114/65) **Constructional Project.** July 20 and 21. E.S.B. 20846/65.
(114/65) **Runways Construction.** July 9. E.S.B. 20844/65.

SUDAN

(113/65) **Jute Bags** for the Industrial Development Corporation. June 30. E.S.B. 20808/65.
(113/65) **Chemicals** for Guneid Sugar Factory. June 30. E.S.B. 20809/65.*

THAILAND

(113/65) **Wire** for Telephone Organization. July 2. E.S.B. 20761/65.
Provincial Electricity Authority:
(114/65) **Electrical Equipment.** July 22. E.S.B. 20758/65.
(115/65) **ACSR Conductor.** July 7. E.S.B. 20891/65.

URUGUAY

(112/65) **Battery Components** for State Electricity Board. July 6. E.S.B. 20460/65.
ANCAP (State Oil Refinery):
(112/65) **Catalyzer.** July 9. E.S.B. 20479/65.
(112/65) **Fertilizers.** July 2. E.S.B. 20480/65.*
(112/65) **Tools and Machines.** July 14. E.S.B. 20478/65.

VENEZUELA

Ministerio de Obras Publicas:
(114/65) **Road Construction** (Prequalification.) June 30. E.S.B. 20742/65.*
(114/65) **Tunnel Construction** (Prequalification.) July 30. E.S.B. 20743/65.*

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

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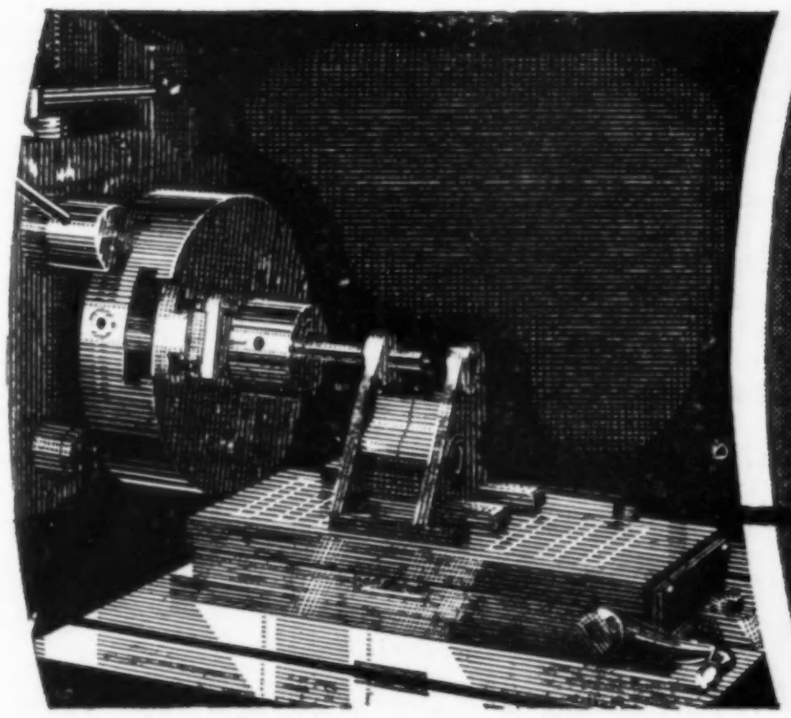

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Agency and export opportunities, market surveys, etc.

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Afghanistan
(111/65) Inquiry for machinery for making asbestos sheeting. E.S.B. 19447/65.

Australia
(114/65) Agency inquiry for tape-recorders. E.S.B. 18993/65.
(113/65) Agency inquiry for foodstuffs. E.S.B. 17492/65.
(113/65) Agency inquiry for machine tools. E.S.B. 20191/65.
(115/65) Inquiry for materials. E.S.B. 20671/65.
(114/65) Inquiry for electronic and scientific instruments; nucleonic equipment. E.S.B. 20055/65.
(110/65) Inquiry for metal picture frames. E.S.B. 19530/65.
(110/65) Inquiry for electric hoists. E.S.B. 19846/65.

Bahrain
(114/65) Inquiry for atlases, globes, maps etc. E.S.B. 20515/65.

Barbados
(111/65) Plastics products. E.S.B. 18965/65.

Bulgaria/Turkey
(111/65) Trade Agreement. C.R.E. 5738/G.

Canada
(114/65) Agency inquiry for electrical generating and transmission installation supplies. E.S.B. 20148/65.
(111/65) Agency inquiry for laboratory equipment and supplies. E.S.B. 20123/65.
(111/65) Inquiry for pumps. E.S.B. 20009/65.

Canary Islands
(113/65) Agency inquiry for knitwear; underwear. E.S.B. 30697/64.

Cyprus/Czechoslovakia
(116/65) Trade Agreement. C.R.E. 10700/60.

Finland
(115/65) Agency inquiry for fabrics. E.S.B. 20931/65.

France
(114/65) Agency inquiry for hulls; outboard engines. E.S.B. 19780/65.
(110/65) Agency inquiry for camping and sports equipment. E.S.B. 18947/65.
(113/65) Agency inquiry for dish washing machines. E.S.B. 20139/65.
(113/65) Agency inquiry for women's sports outerwear. E.S.B. 20010/65.
(113/65) Agency inquiry for glove linings; skins. E.S.B. 34645/63.

Liquid nitrogen is used by Caterpillar Tractor Co. Ltd., Birtley, Co. Durham, to assemble heavy machinery. The nitrogen is used to shrink and fit bearings between 2½ in. and 9 in. diameter. They are used extensively throughout the range of tractors and earth moving equipment made by the firm. The process has proved so successful, that over 200 bearings are now dealt with in this way every week. Details of the system are being sent to the USA for the parent company to study, and possibly adopt. The picture shows a bearing about to be inserted into the bore of the casting.

(113/65) Agency inquiry for fancy jewellery; gift articles. E.S.B. 20079/65.
(114/65) Inquiry for furniture; hardware. E.S.B. 20513/65.

Germany, Federal Republic of
(114/65) Agency inquiry for plastic building materials; tiles. E.S.B. 19754/65.
(112/65) Inquiry for riding caps, coats and gloves. E.S.B. 9127/65.
(112/65) Inquiry for electrical equipment. E.S.B. 18393/65.
(112/65) Inquiry for rubber hoses. E.S.B. 17630/65.
(112/65) Imports of petroleum and diesel oil. C.R.E. 66/65.

Hungary/Guinea
(113/65) Trade Agreement. C.R.E. 948/G.

Israel
(111/65) Agency inquiry for electronic communications. E.S.B. 8606/65.
(112/65) Agency inquiry for air compressors; drill steels; hand tools; pneumatic tools. E.S.B. 34230/64.

Italy
(113/65) Agency inquiry for textiles; fabrics. E.S.B. 14215/65.
(114/65) Inquiry for chinaware; silverware. E.S.B. 20394/65.
(113/65) Inquiry for copper-steel alloys, steel. E.S.B. 20358/65.

Jamaica
(115/65) Agency inquiry for office equipment. E.S.B. 20634/65.
(112/65) Agency inquiry for bed-ticking; domestic electrical appliances; upholstering materials; hardware. E.S.B. 20138/65.
(114/65) Inquiry for cardboard making machinery; novelties and gifts. E.S.B. 20504/65.
(111/65) Battery cases; rubber products. E.S.B. 8324/65.

Japan
(111/65) Manufacture under licence – chemical products. E.S.B. 18356/65.

Kenya
(113/65) Agency inquiry for metal pipes and plates. E.S.B. 3528/65.

Malta
(111/65) Agency inquiry for biscuits; confectionery; knitting wools; piece-goods; textiles. E.S.B. 15243/65.
(110/65) Inquiry for pop corn confectionery. E.S.B. 15790/65.

New Britain, New Guinea and Papua
(114/65) Agency inquiry for amplifiers; radio gramophones; record players; transistor radios. E.S.B. 19845/65.

New Zealand
(113/65) Agency inquiry for hardware; photographic and sports goods. E.S.B. 20170/65.

Nicaragua
(114/65) Inquiry for hoses; sandpaper; tapes. E.S.B. 19831/65.

Norway/France
(112/65) Trade Agreement. C.R.E. 5722/G.

Pakistan
(113/65) Inquiry for fish processing and canning machinery. E.S.B. 19835/65.

Philippines, Republic of the
(115/65) Inquiry for pig meal. E.S.B. 20674/65.

Poland/Turkey
(110/65) Trade Agreement. C.R.E. 5740/G.

Rumania/Turkey
(111/65) Trade Agreement. C.R.E. 5537/G.

Saudi Arabia
(115/65) Inquiry for surgical dressings. E.S.B. 20666/65.

South Africa
(112/65) Agency inquiry for nailing machines. E.S.B. 20155/65.

Sudan
(111/65) Inquiry for printing machinery; stationery; jobbing equipment and machines. E.S.B. 19435/65.

Switzerland
(110/65) Agency inquiry for electrical and non-electrical household appliances. E.S.B. 19794/65.
(111/65) Agency inquiry for post-room machinery. E.S.B. 19562/65.
(112/65) Inquiry for high-carbon ferro-manganese. E.S.B. 20136/65.
(113/65) Inquiry for cashmere pullovers and jumpers. E.S.B. 17205/65.
(111/65) Inquiry for cables; metal ornaments; pepper grinders. E.S.B. 19548/65.

Syrian Arab Republic
(110/65) Agency inquiry for alternators; descaling preparations; electric motors; engines; pumps. E.S.B. 20069/65.

United States of America
(114/65) Inquiry for loose-leaf ring binders. E.S.B. 20160/65.
(113/65) Inquiry for jodhpurs. E.S.B. 18371/65.
(114/65) Inquiry for sheet steel. E.S.B. 20571/65.
(114/65) Inquiry for pipes; tubing. E.S.B. 20573/65.
(113/65) Inquiry for children's wear. E.S.B. 20512/65.
(110/65) Manufacture under licence – convertible car tops. E.S.B. 20033/65.

Uruguay
(111/65) Manufacture under licence – wire. E.S.B. 11858/65.

Yugoslavia
(114/65) Inquiry for furniture machinery. E.S.B. 20551/65.

Various Countries
(115/65) United Nations Special Fund. G.D. 287/65.

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Advertisement of Company Meeting

VICKERS LIMITED

Group re-organisation to meet changing needs

Greater specialisation and entry into new engineering fields

Medical Division formed

The 98th annual general meeting of Vickers Limited was held on June 9 in London.

Major-General Sir Charles Dunphie, CB, CBE, DSO (the chairman), presided and, in the course of his speech, said it was important that he should first refer to the loss which the Board had had to deal with in 1964 on the *VC 10* aircraft.

In giving shareholders the full facts of how they had come to embark on the project, the chairman said that BOAC's announcement in the summer of last year that they wished greatly to reduce the number of aircraft for which the company had a firm order had seriously damaged the prospects of sales to other airlines.

He continued: This is all the more disappointing because, as we had expected, the aircraft in operation have shown themselves to be outstanding and the reaction of the travelling public has been, and continues to be, enthusiastic.

THE YEAR'S RESULTS

In the half-yeariy statement last September it was forecast that the profits for the second half-year would be considerably higher than for the first half but that Group profit for the whole of 1964 would be lower than for 1963. Both these predictions proved to be correct.

The invoiced value of sales at £159 million was £20 million higher than in 1963 but included nearly £30 million in respect of *VC 10* aircraft delivered during the year on which no profit accrues. I am glad to say that export sales, on a comparable basis, were considerably higher than last year.

The division of sales between our main interests is approximately: Shipbuilding and Engineering £55 million 34½ per cent (1963: £68 million 48½ per cent); Steel £38 million 24 per cent (1963: £31 million 22 per cent); Aircraft (to the extent that Vickers is still financially responsible) £39 million 24½ per cent (1963: £15 million 11 per cent); Overseas companies £27 million 17 per cent (1963: £26 million 18½ per cent).

Trading profit at £7·2 million was £1·2 million lower than in 1963 because of less-favourable shipbuilding results. The yards were well occupied but fewer ships were delivered and profitability was lower.

The net profit, after tax, was down £2·3 million.

REVIEW OF ACTIVITIES

In the course of his review of the Group's activities, the chairman said:

The Shipbuilding Group: Conditions show little improvement and if direct subsidies are increased in the EEC the difficulties will be greater. We welcome the appointment of the Geddes Committee.

Our shipyards are still actively employed though margins are far from satisfactory. The nuclear submarine programme continues to occupy a large part of our facilities at Barrow.

The Engineering Group: Increase in orders in hand continued during the first part of 1965.

There are good prospects for steel office furniture (Roneo Vickers), printing machines (George Mann), malting machinery (Robert Boby), for the Non-Ferrous Metals Division, and satisfactory orders continue for other established products including marine engines, cement machinery, motor body presses, petrol pumps, earthmoving equipment, vehicle conversions and hydraulics.

Vickers Instruments: Orders secured in the first quarter of the current year are well in excess of the corresponding period of 1964.

The Oldings Group: The company's earthmoving business has continued the improvement I referred to last year; Barber-Greene Olding achieved record sales of road-making equipment.

The English Steel Group: Orders and deliveries improved in 1964. The demand has been maintained in 1965, although output continues to be limited by a shortage of all classes of labour.

Firth-Vickers Stainless Steels Limited, in which English Steel Corporation has a 50 per cent interest, completed in April this year a plate and wide sheet mill which will enable the Company to meet the growing demand for these products.

British Aircraft Corporation Limited: In March of this year British Aircraft Corporation and indeed the aircraft industry suffered a severe set-back by the cancellation of the *TSR*-2, after a considerable period of uncertainty. Since the end of the year the BAC *One-Eleven* has been successfully introduced into service both in Europe and the United States. It was awarded both British and American certification almost simultaneously – the only aircraft ever so to be.

Metropolitan-Cammell Limited: Largely due to the reduction in rolling stock business the company had a difficult year, although the value of orders on hand was higher due to the order from London Transport for cars for the new Victoria Line.

International Computers and Tabulators Limited: This Company's turnover for the year ended September 30, 1964, rose from £40 million to £58 million.

The chairman then dealt with the reorganization of management planning and control which had been carried out in the last 18 months.

He said: Inevitably conditions in the industries which have been our main spheres of activity have altered. It was essential that Vickers should take on a new shape, first, to increase efficiency in every part of our business and, secondly, to suit us to develop the new fields especially in engineering into which we have been moving and indeed to enter into others quite outside the range of our traditional products.

As part of the necessary reorganization, at the beginning of April the majority of the wholly-owned subsidiary companies of Vickers in this country ceased to exist as such and became divisions of Vickers Limited, trading under that name.

All this constitutes a considerable change from the previous organization of the Group. Inevitably it has taken time but we are now achieving the degree of specialization which the future clearly demands.

I mentioned last year the work which our Research Establishment had been doing in medical engineering and particularly in hyperbaric oxygen therapy. This has been further developed and during the year other products were added to the range. In March we acquired the business of Oxygenaire Limited, a company which has established a considerable reputation.

We were thus able to announce the formation of a Vickers Medical Division and to display to the profession a range of products which are already creating widespread interest and to which we intend to add.

As opportunities occur and as we are relieved of the burden of aircraft financing, we intend to follow this pattern in other new fields.

PROSPECTS

In the report accompanying the accounts your Directors said: "While the full implications of the new company taxation system are as yet unknown, it can be stated that the Group profit before tax for 1965, in the light of present information, should be substantially higher, in spite of the fact that the expected reduction in Group borrowings is not due to take place until after the end of the year."

We knew at that time of two decisions over which we had no control but which would make our task harder, namely, the cancellation of *TSR-2*, and the intention to nationalize steel. The full implications of the proposed tax changes were then and still are unknown, but it is becoming apparent that they must be inimical to the competitiveness of industry, more especially in the international fields in which we have to operate more and more.

Since then the position has become no clearer: on the contrary uncertainty has continued to grow (with inevitable effect on industry and on profits). It is shown in the way in which the proposed nationalization of steel has been treated. It is shown also in the handling of the Finance Bill. Here, if ever, is a major reform which requires long and careful thought and a deep study of the economic consequences.

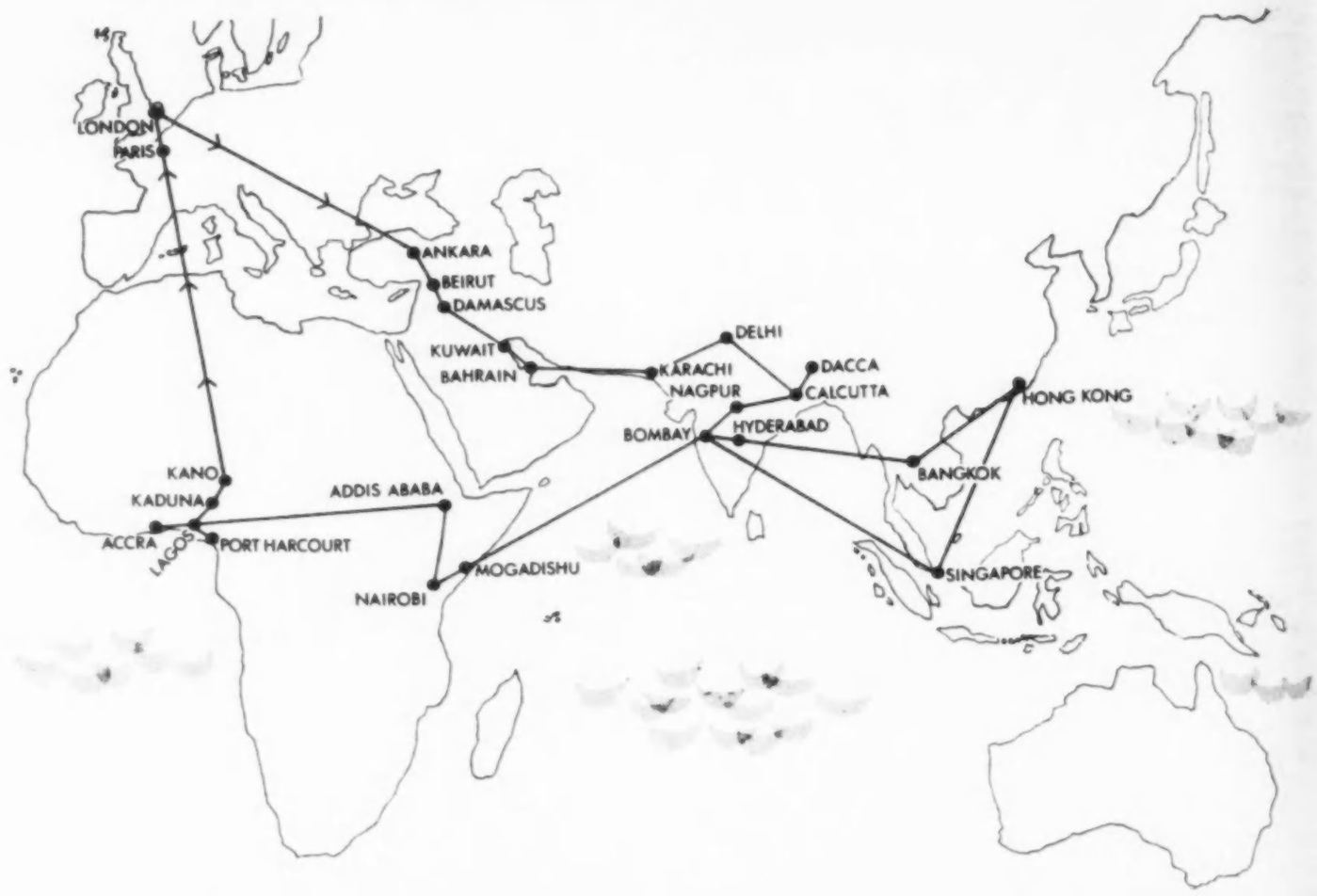
More recently the Chancellor has stated that "the credit squeeze has hardly started." If this is so, the demand on the capital goods industries can hardly fail to be seriously affected.

All this dictates further caution in predicting the future. We realize fully that it also requires greater effort to reverse, as it must be reversed, the downward trend of return on capital which has continued too long.

The challenge is fully accepted at every level where profit responsibility lies.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of May 21. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page 1316 of June 11 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*



The route to be taken by Mr. Archibald Brown, export sales executive of The Cherry Tree Machine Co. Ltd., Blackburn and London, who set off on May 30 on a three-month tour. The firm are manufacturers of laundry and dry cleaning machinery and Mr. Brown, who has had wide experience in setting up laundries overseas, expects to open up many new markets. He speaks Arabic, Hindi, Japanese, Swahili and Thai.

Chairman's impressions of export markets

Lord Nelson of Stafford, chairman and chief executive of The English Electric Co. Ltd., has recently returned from a six weeks' export promotion tour of Malaysia, Australia, New Zealand and Hong Kong. Speaking of his impressions of these export markets and their future development at a press conference in London, Lord Nelson said that the area – especially Australia – represented excellent markets for British goods, which were very acceptable. It was essential, he said, that British businessmen should visit the market themselves. Hard selling and a close study of the market were needed.

North American sales tour

Mr. Brian Arbib, director of Multicore Solders Ltd., is to make a sales tour of North America later this month. He will first visit the company's agents in Toronto, Canada, before calling on the United States agents in Long Island.

Multicore, who are makers of cored solders, send two shipments a week to North America, which is used extensively by factories throughout the United States and Canada.

Managing director visits Africa

Mr. A. E. Darling, managing director of Matbro Ltd., left London on May 20 for a business tour of various African countries. During his tour, which is his seventh overseas visit this year, Mr. Darling will be calling on Matbro fork lift truck and earthmoving agents. These agents have been particularly successful, resulting in greatly increased export business for Matbro. Mr. Darling's visit is expected to last two or three weeks.

World export tour

Mr. C. H. Seymour, a chartered accountant with special responsibilities for export sales of Apaseal Ltd., Hailsham, Sussex, left for the United States on May 23 to begin an extensive tour of several countries to locate potential distributors for his firm's tyre repair and maintenance equipment. From the United States Mr. Seymour will travel to New Zealand and will then visit the capital cities of each state in Australia. He will then tour South Africa, Rhodesia, Kenya, Egypt, Jordan, Lebanon, Syria, Cyprus and Greece.

Scaffolding for several countries

Mr. M. H. Van Diggelen, export manager of Boulton Scaffolding Ltd., London, is leaving the United Kingdom on June 12 to tour Greece, Italy, Switzerland, France, Belgium and Holland. The purpose of his tour is to call on existing and potential customers and to appoint agents for the sale of scaffolding fittings manufactured by the firm.

Power presses for Australia

Mr. A. P. Tuck, sales director of Horden Mason & Edwards Ltd., Birmingham, manufacturers of power presses and coin minting presses, will travel to Australia to attend the International Machine Tool Exhibition in Sydney in July. During his tour Mr. Tuck will call on the company's agents in India and New Zealand, and while in Australia will take the opportunity to review market conditions there.

Steelworks equipment sales tour

Mr. John Flannery, joint managing director of the Adamson-Alliance group of steelworks equipment manufacturers, returned on June 7 from a five-week round-the-world export tour that took him more than 20,000 miles to steel companies in India, Australia and New Zealand. Speaking of his impressions, Mr. Flannery said: 'British engineering is very highly regarded. People know they will be getting a first-class job. But British salesmen must meet foreign buyers and discuss contracts in detail with the engineers concerned to beat the competition.'

The Adamson-Alliance group includes the Horsehay Company Ltd., Wellington, Shropshire; Joseph Adamson & Co. Ltd., Hyde, Cheshire, and Geo. Russell & Co. Ltd., Motherwell, Lanarkshire. Ten overseas tours covering 80,000 miles have been made this year by executives of the group.

Opportunities in Lebanon

Mr. F. B. Kirby, director of Havero (London) Ltd., will arrive in Beirut on June 26 for a fortnight's business trip. During his stay Mr. Kirby will appoint agents and contact importers and main retail outlets on behalf of several British companies for whom Havero act as export agents.

New export drive

Mr. P. A. Emmett, general sales manager of Gloster Saro Ltd. is embarking on a world tour lasting three months. Recently Mr. R. D. Nixon, the company's chief sales executive, returned from a 30,000-mile round trip and other sales executives are visiting European countries every week where exhibitions are being held now and later this year. The African continent will be visited, and special attention is being given to the company's participation in the Trade Fair in Tokyo later this year.

Eastern Europe sales drive

Mr. Z. J. Okolski, a sales engineer with Crypton Equipment (MI Group), has been sent on an eight-week tour of Yugoslavia, Hungary, Austria, Czechoslovakia and Poland in a drive to sell its automobile test and service equipment in Eastern Europe.

He is travelling by car, towing a specially made trailer carrying oscilloscope engine testers, portable instruments and fast battery chargers, all arranged for quick demonstration.

20,000 miles in a month

Mr. G. G. S. Greenhead, an executive director of Parkinson Cowan Limited, London, has recently returned from a visit to the company's Canadian establishment. He is now in South Africa, where he is visiting Parkinson Cowan interests in Johannesburg.

In May Mr. Greenhead was one of the ten senior industrial executives who represented Britain at an Inter-Management Symposium in Holland, organized by the British Institute of Management, the Netherlands Instituut voor Efficiency and the Rationalisierungs-Kuratorium den Deutschen Wirtschaft. By the end of his South African trip Mr. Greenhead will have travelled over 20,000 miles in a month.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

MOROCCO

Global import quotas

IT HAS BEEN ANNOUNCED in Rabat that the following quotas have been opened for importation into Morocco from all sources. For goods in List A the quotas have values estimated according to expected requirements and may be augmented if required. For goods in List B the quotas are strictly limited to the values shown. On some items a part of the quota (in most cases about one tenth) has been reserved for imports through Tangier; these items are shown with an asterisk against the quota.

LIST A (Quotas for goods to be imported according to the needs of the Moroccan economy).

Quota No.	Tariff No.	Description	Quota (1,000 DH.)
1	Ex 06-01-00; 06-02-01 to 21; 06-02-51 to 65.	Live plants and horticultural produce	250
2	07-01-01.	Seed potatoes	10,000
3	07-05-01/11/21/41/51/53/61; 10-01-01/11; 10-05-01 to 03; 10-06-01; 10-07-21; 12-01-51/57/63; 12-03 (except 12-03-91).	Cereals and various seeds for sowing	1,000
4	Ex 12-01-03; 12-01-06/08/22; 15-07-01/03/09/15/18/19.	Edible fats (except edible ground nuts)	80,000
5	12-01-07/18; 15-02; 15-03-13; 15-04; 15-05-11/21; 15-06-01/21; 15-07-02/04/06/07/12/24/27/36; 15-08; 15-09; 15-10-01 to 03; 15-10-31/32; 15-11-11; 15-12-11/12; 15-14.	Fats for industry	13,000
6	13-01-01/03/08/20/31/41/61/63; 32-01; 32-02-01 to 32-08-25; 32-09-31 to 41; 32-10.	Raw vegetable materials, and extracts for use in dyeing, tanning; colouring matter, lacquers, pigments, dyes etc.	8,000
7	14-02-01/02; 14-03-11/19	Couch grass, kapok, piassava, istle, and similar	200
8	15-12-01/02	Hydrogenated fats and oils	2,000
9	17-02-11	Glucose	300
10	18-01	Cocoa beans	200
11	Chapter 24	Tobacco and tobacco products	12,300
12	25-03-01/21/22	Sulphur for industrial use	100
13	25-03-11 to 13; 25-03-31 to 33; 28-02-01/02/03; 28-39-13; 28-40-31; 31-01; 31-02; 31-03-11/31/39; 31-04; 31-05.	Fertilizers and agricultural sulphur	10,000
14	25-07-01/02/21/31/33/41/42/51; 25-08; 25-12; 25-24; 25-27-01/11; 25-30-01/11; Ex 25-32-01.	Various mineral products, Kaolin, refractory earths, Fuller's earth, asbestos, steatite, vermiculite, etc.	3,000
15	25-13; 68-04; 68-06	Natural or artificial abrasives, mill and grindstones	500
16	27-07-11 to 15; 27-07-31 to 42	Products of tar distillation	400
17	27-08-01	Pitch coke	300
18	28-01 (except 28-01-01); 28-03 to 28-16 (except 28-06-02/11; 28-08-01; 28-09-01; 28-16-11); 28-17-11 to 21; 28-18 to 28-22; 28-25 to 28-30; 28--31-01; 28-32-01 to 11; 28-33 to 28-58 (except 28-38-12; 28-39-13; 28-40-31; 28-44; 28-53); Chapter 29 (except 29-38-15; 29-40); 34-02-01 to 04; 34-04; 37-08.	Chemical products and surface-active agents, artificial waxes	18,000
19	30-04 (except 30-04-11)	Surgical and medical dressings	1,000
20	33-01-26/27/34/35/41/61/81/82	Essential oils and resinoids	200
21	36-01 to 36-05 (except 36-02-01/12/31; 36-03-01; 36-05-01); 36-07; 36-08.	Propellent powders, explosives, pyrotechnic articles, pyrophoric alloys, combustible preparations	1,200
22	Chapter 38	Miscellaneous products of the chemicals industries, disinfectants	15,000
23	39-01-01 to 39-02-31 (except 39-01-51/52; 39-02-02): Ex 39-02-33; 39-02-41 to 95; 39-03-02 to 39-06-21.	Basic plastics materials, except tubes of polyvynilchloride	13,000
24	40-01-01 to 05; Ex 40-01-11; 40-02 to 40-04; 40-06-11.	Natural and synthetic rubber	10,000
25	Ex 40-01-11; Ex 40-05; Ex 40-06-02	Raw gum for chewing gum, unworked or including other elements (in bulk or sheets), Master Patch	600
26	40-10; 59-16	Conveyor belts, transmission belts	5,000
27	40-11-01/02/21	Tyres for aircraft	300
28	40-13-02 to 05	Rubber gloves for specialist use	20
29	47-02	Old magazines, waste paper or paperboard fit only for use in paper making	4,000
30	49-01; 49-02	Printed books, brochures, pamphlets and other publications	3,000
31	51-01-01 to 22	Yarns of synthetic fibre, continuous (nylon)	5,000
32	51-01-31 to 64	Yarns of synthetic fibre, continuous (rayon)	3,000
33	Ex 55-01	Raw cotton, excluding long staple cotton	15,000
34	56-01; 56-04	Textile fibres, synthetic or artificial (discontinuous) in bulk, whether or not carded, combed or otherwise prepared for spinning	10,000
35	57-03-01/02/11/12; 57-04-22/23	Raw jute, hemp, jute waste, fibre similar to jute.	6,000
36	57-04-01/11; 57-07-11	Fibres of sisal and other vegetable textile fibres, coconut fibres and yarns.	7,000
37	69-10	Sanitary fittings	200
38	70-20	Glass fibre	20
39	73-16; 86-01 to 86-05; 86-09; 86-10	Railway equipment	1,000
40	74-01 to 74-05 (except 74-01-21 to 23; 74-03-02/12/24); 74-07 to 74-09; 74-11 to 74-16.	Copper and copper products, except hardware articles of headings 74-14-11, 74-15	5,000
41	75-01 to 75-05	Nickel and nickel products	2,500
42	80-01 to 80-05 (except 80-01-11; 80-03).	Tin and tin products	4,000
43	82-05	Machine tools	1,000
44	Ex 83-15-11	Electrodes for welding	400
45	84-01 (except 84-01-28); 84-02; 84-05; 84-06-01 to 05; 84-06-11/13/21; 84-06-31 to 34; 84-06-41/42/49; 84-07 to 84-14; Ex 84-15-01; 84-15-21 to 31.	Boilers, steam power units, motors, turbines, pumps, compressors, refrigerating equipment, of which refrigerators of more than 260 litres capacity	50,000
46	84-16 to 84-23 (except 84-17-11; 84-19-41; 84-20-11/12; Ex 84-21-11; 84-22-01/05); 84-29 to 84-50 (except 84-40-21/22; 84-41-11/22); 84-56; 84-57; 84-59; 84-60; 84-62 to 84-65.	Other equipment except that for domestic uses	120,000
47	84-17-11; 85-21-32; 90-06; 90-07-01/ 03; 90-08 (except 90-08-03/22); 90-10-21/23; 90-11 to 90-25 (except 90-19-11); 90-26-01; Ex 90-26-11; 90-27 to 90-29; 91-05; 91-06; 94-02.	Measuring instruments, medical, surgical and dental instruments	9,000
48	84-24-41/42; 84-24-51 to 81; 84-25 to 84-28.	Machinery and equipment for soil cultivation and maintenance, for harvesting and threshing, for dairy and wine industries, etc.	6,000
49	84-51 to 84-55; 90-10-22	Copying, photocopying and statistical machinery	5,000
50	85-01-01 to 21; Ex 85-01-26; 85-01-27 to 31; 85-02; 85-05; 85-08; 85-09; 85-11; 85-12-01/11; 85-13; 85-14; 85-15-01/51/64/65; 85-16 to 85-22 (except 85-19-71; 85-21-32); 85-24 to 85-28.	Electric machinery and equipment for electro-technical uses, except transformers of heading 85-01-26 of a power of 0.5 kVA-5,000 kVA and a voltage less than or equal to 60,000 v.	20,000
51	87-04-01/11; 87-06-01/11; 87-07-11	Spare parts and accessories of motor vehicles	15,000
52	Chapter 88	Aviation equipment	4,000
53	Chapter 89 (except 89-01-11/21/31/32/33)	Naval equipment	2,000
54	——	Ship repairs	500
55	Miscellaneous	Small metal parts for local manufacturers, replacements, spares and accessories of all kinds, not included in the quotas listed above, and necessary for the functioning of machines and apparatus	10,000

(*Continued on page* 1375)

THESE SAUCEPANS WILL NEVER BE USED FOR COOKING

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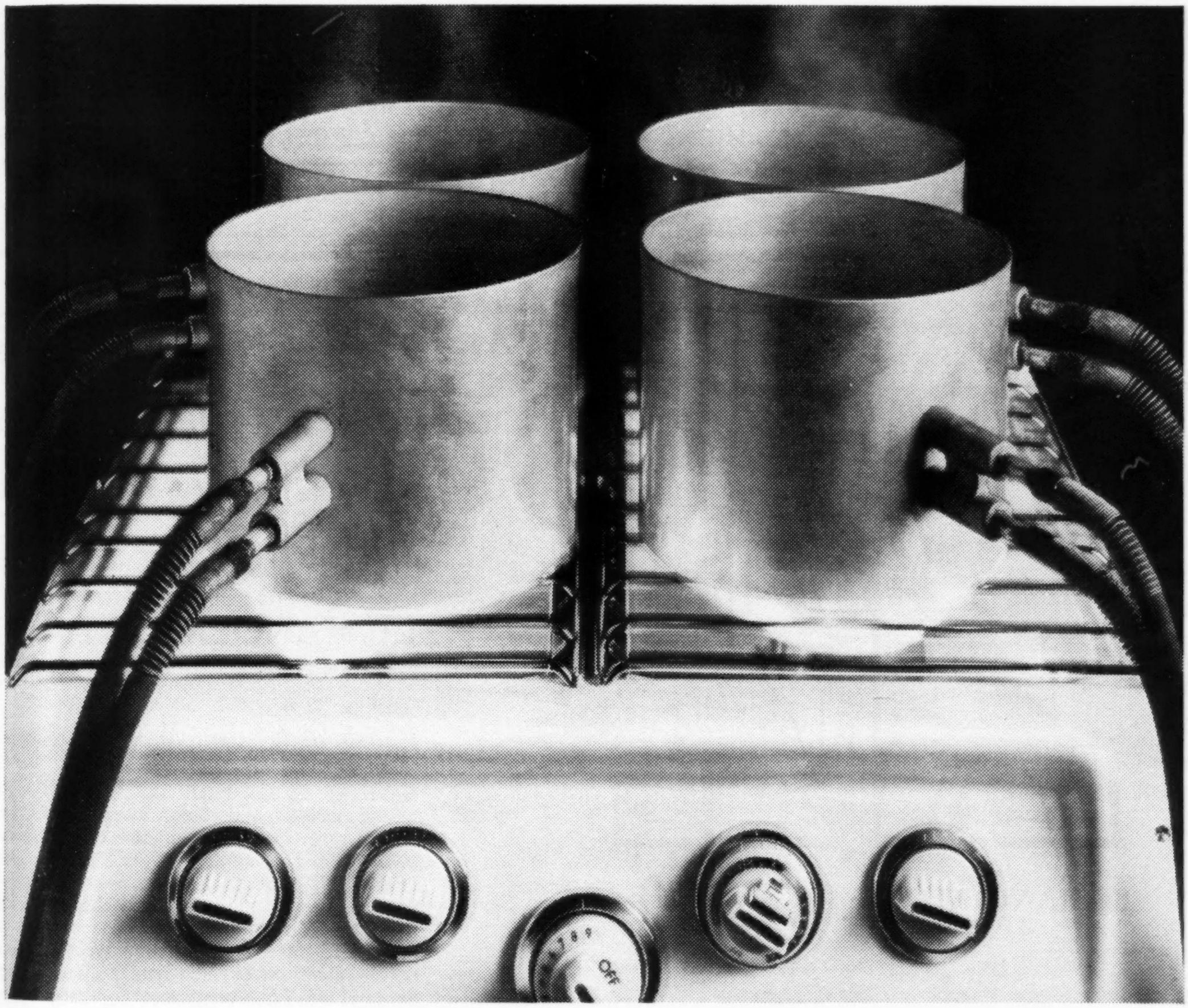

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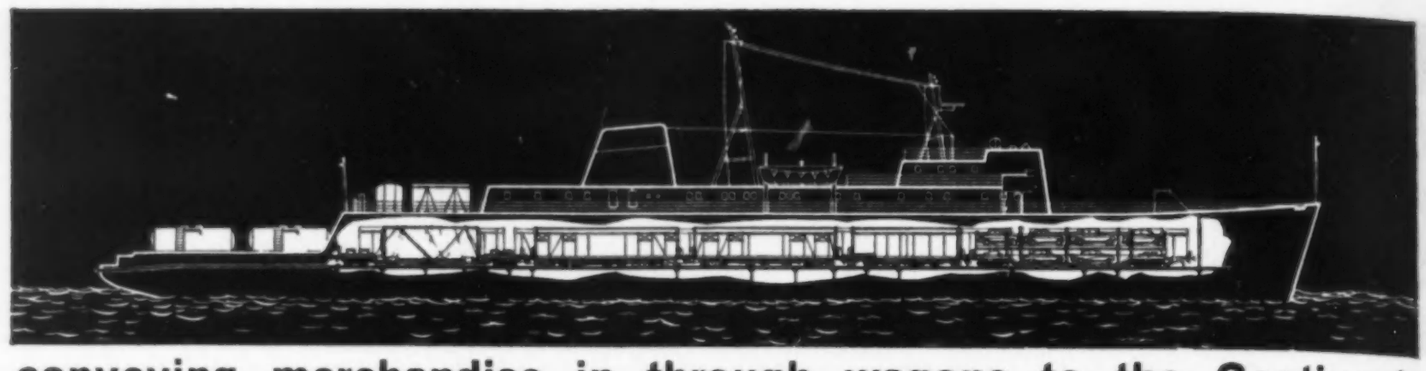

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For prompt information apply to the Rumanian Commercial Office, 26 Cadogan Square, London, S.W.1.

LIST B (Quotas for goods to be imported strictly within the quota values).

Quota No.	Tariff No.	Description	Quota (1,000 DH.)
101	01-02-15	Dairy cows	350
102	01-05-01	Day-old chicks	50
103	04-02; Ex 19-02-03 to 05	Preserved milk, including powdered milk for children and for dietetic use	18,000*
104	04-03	Butter	7,000
105	Ex 04-04	Cheese, except curds	4,000*
106	05-04-05	Salted non-edible guts	50
107	09-01-01	Raw coffee	5,000*
108	09-02-01	Green tea (Formosan only)	12,000
109	09-02-11	Black tea	600
110	09-04-01; 09-05 to 09-07; 09-10-01/03; 12-07-74	Pepper, spices	7,000*
111	10-01-12	Edible soft wheat	PM
112	Ex 12-07-11	Sandalwood	180*
113	13-02-01 to 09; 13-02-21; 13-02-23 to 39.	Gums, resins and balsams	180*
114	17-01-01	Unprocessed sugar	PM
115	27-04	Coke and semi-coke	1,400
116	27-09-01	Crude petroleum	29,000
117	27-10 to 27-13	Petroleum products and derivatives	10,000
118	27-14-01; 27-16-11 to 22	Petroleum bitumen, petroleum coke, bituminous emulsions, etc.	2,600
119	30-01-01 to 30-03-14; 30-05 (except 30-05-31)	Pharmaceutical products	7,000
120	32-09-01/12/13/14/15/16/17/18/19/51; 32-09-62 to 68.	Varnishes, lacquers, pigments. paints, etc.	700*
121	32-13-11 to 13	Printing ink	250*
122	33-04	Raw materials for use in the perfumery, food, drink or other industries	400
123	34-07-11	Dental wax	7*
124	35-06-01 to 17	Prepared glues	150*
125	40-09-11/12	Tubing of unhardened vulcanized rubber	100
126	Ex 40-11-11 to 13; Ex 40-11-15 to 17; Ex 40-11-22 to 24	New tyres and inner-tubes, of sizes not allocated by quotas	4,500
127	40-11-14/18/25	Tyres for cycles	500*
128	41-01-11 to 26; 41-01-51 to 53	Cattle skins and hides	400*
129	Ex 41-02-01 to 45; Ex 41-03; Ex 41-04	Prepared skins and hides specifird by quota (except cuttings of less than 3 dm.2)	200
130	41-02-51 to 54; 41-05 to 41-08	Prepared skins and hides not allocated by quota	50
131	43-02	Fur skins, tanned or dressed	150
132	44-03-01	Coniferous woods, in the rough	1,400
133	44-03-15/16	Timber for mines	2,000
134	44-05-01 to 09	Sawn coniferous woods	15,000
135	47-01	Wood pulp for paper-making.	7,000
136	48-01-01	Paper for the printing of magazines and journals	1,200
137	48-01-02/11; 48-01-71 to 75; 48-03-01/11/21; 48-07-01/11	Other paper and paperboard	1,800
138	48-01-22; Ex 48-01-23	Kraft paper and board unglazed, for cement bags, etc.	6,000
139	48-03; 48-05-11/12; 48-07-21/29/34/36; 48-08; Ex 48-15-71; 48-12-08 to 11; 48-21-14/18; 49-08-01.	Creped papers, tar-lined papers, suitcase cardboard, NCR paper, tracing paper, perforated cards, printing flongs, prepared filters, cellular pulp paper, joints, corners for suitcases, industrial transfers	2,300
140	48-09	Building board	800
141	51-02; 52-01	Synthetic or artificial textile monofils; metallic thread	100
142	51-04-01 to 14; 58-09-22/32; 60-01-02.	Woven fabrics, knitted fabrics, tulles and lace of continuous synthetic fibres (nylon, orlon, dacron etc.) except woven fabris for tyre making of heading 51-04-07	5,500
143	51-04-07/27; 55-09-03; Ex 56-07-11	Woven fabrics for the tyre-making industry.	12,000
144	51-04-21 to 34	Woven fabrics of continuous artificial fibres (rayon) except woven fabrics for tyres of heading 51-04-27	500
145	53-01; 53-02 (except 53-02-11)	Sheep's or lambs' wool and other animal hair (fine or coarse) not carded or combed	500
146	53-03-01 to 11; 53-04; 53-05-01 to 12	Combed wool and wool waste, including pulled or garnetted rags	300
147	53-06-01 to 11	Carded or combed wool yarn, not put up for retail sale	350
148	55-03; Ex 63-02	Cotton waste, used or new rags, for industrial use	400
149	55-05	Cotton yarn not put up for retail sale	3,000
150	55-09-01 to 98 (except 55-09-73); Ex 56-07-11 to 23	Woven fabrics of cotton and man-made fibres other than fabrics of the 'drapery' type and those for types of headings 55-09-03 and Ex 56-07-11	20,000
151	56-05-01 to 06	Yarn of man-made fibres (discontinuous or waste) not put up for retail sale	1,300
152	56-05-11 to 16	Yarn of artificial discontinuous textile fibres, not put up for retail sale	1,500
153	Ex 56-07-01 to 05	Woven fabrics of discontinuous synthetic textile fibres except those of the 'drapery' type	1,500
154	58-06	Woven labels for marking carpets and clothing	10
155	59-08-01/12	Textile fabrics impregnated with plastic materials.	1,000
156	Ex 59-11; Ex 59-13	Rubberized and elasticised textile fabrics of more than 20 mm. wide (excluding braids allocated by quota)	100
157	60-01-21/31	Knitted fabrics, in pieces	50
158	61-09-01/11/31	Clothing and clothing accessories	50*
159	69-07-11; 69-08-11/21.	Unglazed and glazed setts., flags and paving, hearth and wall tiles	400*
160	Ex 70-15-11; Ex 91-11-01	Repair spares and replacements for watches and clocks, excluding movements mounted but incomplete.	400
161	70-17; 70-18	Laboratory and optical glasswear	200*
162	73-01; 73-02; 73-04; 73-51 to 73-94 (except 73-94-12)	Iron and steel products including tin-plate	25,000
163	Ex 73-25	Stranded wire and cables, of iron and steel	1,800
164	73-31-02/12/13/21; 73-32-01/11/21; 73-32-31 to 35; 73-38-01/02/11/18/19; 73-40-25/62/63; 74-14-11; 74-15; 74-18-11; Ex 74-19-52; 75-06-21/31; Ex 76-15-21; 76-16-21/31; Ex 76-16-72; 79-06-11/21; 83-01-12 to 21; 83-01-25 to 40; 83-02-01 to 32.	Hardware and ironmongery	4,700*
165	82-04-61	Hand tools for wire banding, etc.	30*
166	84-24-01 to 11; 84-24-13 to 17	Machinery and equipment for soil cultivation	1,000*
167	87-01 (except 87-01-13 to 15; 87-01-23 to 25)	Various tractors other than those made locally	12,000
168	87-01-15/25	Wheeled tractors other than those made locally	PM
169	87-02-12 to 14	Private motor cars of over 3,000 c.c. not allocated under quota	4,000*
170	87-02-31/32/52/53; 87-03; 87-07-01	Motor vehicles except those of 3·9 metric tons or more fully loaded, special purpose vehicles and works trucks	25,000*
171	87-09-01	Motor cycles	150
172	90-19-11	Artificial teeth	50
173	90-26-21	Electricity meters	150*
174	Various	Basic materials, compounds and essential articles for local industry not elsewhere specified	3,500

NOTE:
PM = quota may be allotted if necessary.

(Continued on next page)

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MOROCCO, *continued*

The above lists may contain words which are registered in the United Kingdom as trade marks in respect of certain types of goods.

The French text of the quotas and supplementary list showing the breakdown of quotas for allocation may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

SYRIA

Nationalization of cotton industry

THE COTTON MARKET ORGANIZATION of Aleppo, which is the new administration authorized to export all Syrian cotton has informed the British Embassy in Damascus that it wishes to hear from any importer who has already concluded contracts for the 1965-66 season with former Syrian exporters.

Earlier notification on this subject appeared in the *Board of Trade Journal* on May 14, page 1111.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

Hints to businessmen visiting UAR (Egypt) and Iran

REVISED EDITIONS of the booklets on The United Arab Republic (Egypt) and Iran have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146) or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

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RHODESIA

Customs tariff changes

THE CUSTOMS AND EXCISE TARIFF (Amendment) Notice 1965 (No. 4), published as Rhodesia Government Notice No. 361 of May 28, amends the Customs tariff as follows:

PART II
(Britain pays the Column D rate of Duty)

Tariff No.	Item	Effective Rate of Duty			
		Duty A	Duty B	Duty C	Duty D
14	(1) Confectionery: plain or fancy of all kinds, compounded, made or preserved with sugar, sweetened chocolate, n.e.e., sweetmeats, crystallized fruits, candied or preserved ginger and chow-chow: By the repeal of paragraph (b) of sub-item (1) and by the substitution of:				
	(b) Ice cream and ice cream mixes, compounded, made or preserved with sugar *ad val.* or per lb.	30% £0 0s. 7½d. whichever	20% £0 0s. 5d. duty shall	20% £0 0s. 5d. be the gre	10% £0 0s. 2½d. ater
	(c) Other . . *ad val.* or per lb.	30% £0 0s. 10d. whichever	20% £0 0s. 7½d. duty shall	20% £0 0s. 7½d. be the gre	10% .£0 0s. 5d. ater
27	By the repeal of sub-item (2) and by the substitution of: (2) Pudding and cake powders; jelly powders and squares:				
	(a) Ice cream and ice cream mixes, n.e.e.. *ad val.* or per lb.	30% £0 0s. 9d. whiche	20% £0 0s. 6d. ver duty s	20% £0 0s. 6d. hall be the	10% £0 0s. 3d. greater
	(b) Other . *ad val.* or per lb.	30% £0 1s. 0d. whiche	20% £0 0s. 9d. ver duty s	20% £0 0s. 9d. hall be the	10% £0 0s. 6d. greater

KENYA

Import licensing regulations

LEGAL NOTICE No. 126, The Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 3) Order, 1965, published in the Kenya *Official Gazette*, amends, with effect from May 12, 1965, the Imports, Exports and Essential Supplies (Imports) Order, 1964. The First Schedule to the latter Order, published in the *Board of Trade Journal* of November 27, 1964 (pages 1200, 1201) and subsequently amended, is now further amended by the insertion of the following items:

Item No.	Description of Commodity
	Division 64 – Paper, Paperboard and Manufactures Thereof:
642 3 0	Exercise books only.
	Division 72 – Electrical Machinery, Apparatus and Appliances:
724 2 1	Wireless receiving sets, domestic including car radios and radiograms.
724 2 9	Other, including spares.
	Division 73 – Transport Equipment:
733 3 1	Complete low-speed agricultural trailers (other than road trailers).

The effect of this Amendment Order is to add a number of items to the First Schedule of commodities, including those of United Kingdom origin, for which specific import licences are required.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Est. 472.)

DEMOCRATIC REPUBLIC OF THE CONGO

Price control on imports

THE CONGO NATIONAL BANK in Leopoldville issued on March 15, 1965, Circular No. 22 modifying Circular No. 4 of July 6, 1964 which contains details of all current regulations governing import formalities (reported in *"Board of Trade Journal"* of August 14, 1964, page 364).

The effect of the changes brought about by Circular No. 22 is to institute a price control on imports.

A copy of the above-mentioned Circular (in French) may be seen at the Export Services Branch (Tariff Section), Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

EAST AFRICA

Tariff changes

CERTAIN CHANGES in Customs duties were announced by the Kenya Minister of Finance in his Budget speech on June 10. These provide for increased import duties in respect of the following items: Beer; wood screws; nails; bolts, nuts and washers; aluminium flat sheets; circles and coils; enamelled sheet; steel strips, bars, rods, angles etc.; except sections for manufacture of windows and doors; plywood, hardboard, plastic etc. sheeting; polythene sheeting and bags. Motor, steam and electrical road vehicles n.e.s. (except controls and equipment designed for disabled drivers), motor bicycles etc., passenger motor cars etc., (1) engine capacity less than 2,000 c.c. (2) engine capacity 2,000 c.c. or more, load carrying vehicles, others n.e.s. New items: Asbestos cement piping; complete radio receiving sets at current rate 30 per cent with $7\frac{1}{2}$ per cent suspended duty; aluminium holloware n.e.s.

Similar increases apply to Tanzania and Uganda, but there are a few exceptions (e.g. Tanzanian duty on motor cars has *not* been changed).

Full details will be published as soon as possible and in the meantime inquiries should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

GHANA

Decimal currency

IN A NOTICE published in the Ghana *Commercial and Industrial Bulletin* of May 28, 1965, the general arrangements governing the introduction of the decimal currency by the Ghanaian Government were announced as follows:

1. The new currency (**cedis** and **pesewas**) will be issued to the public from Monday, July 19, 1965.
2. The existing and new currencies (£G and ₵) will circulate concurrently for one year.
3. The banks will pay out as far as possible only the new currency. For example, all cheques drawn in the existing currency (£G) will be paid in the new currency (₵) as from July 19, 1965.
4. All cheques issued from July 19 should be in the new currency.
5. No commission will be charged on exchanges from Ghanaian pounds to **cedis.**
6. All banks will be closed to the public on July 15, 16 and 17.
7. With the exception of the banks, which will operate entirely in the new system from July 19, all other concerns should have their existing office machines converted or replaced to enable accounts in £G to be in ₵ before December 1, 1965.
8. Oil companies may, however, convert their £ s. d. pumps within one year. During this period they should display conspicuously conversion table posters.
9. Prices of commodities and services should be indicated in both currencies as from May 1, 1965.

Note: One cedi is equivalent to 100 pesewas or 8s. 4d.

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF APPLICATION LIST No. 394, published in the *Republic of South Africa Government Gazette* of June 4, states that the Board of Trade and Industries have received the following application affecting the Republic's Customs Tariff:

For increase in duty on:

Glass shells for insulators, from 50 per cent *ad valorem* or 50 cents each (General rate), 15 per cent *ad valorem* (M.F.N. rate) and 10 per cent *ad valorem* (Preferential rate) to 50 per cent or 50 cents each (General rate), 10 per cent or 30 cents each plus 5 per cent (M.F.N. rate) and 10 per cent or 30 cents each (Preferential rate).

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 6769/65.

Further customs tariff application

CUSTOMS TARIFF APPLICATION List No. 395, published in the Republic of South Africa *Government Gazette* of June 11, states that the Board of Trade and Industries have received an application for increase in duty on resin bonded coated abrasives, classified under customs tariff heading 68.06.90, from free of duty to thirty per cent *ad valorem*.

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African authorities and desiring further information relating to the application should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting references CRE 6816/65.

SIERRA LEONE

Invoice regulation

GOVERNMENT NOTICE No. 601 published in the Sierra Leone *Gazette* of May 27 gives the following information:

'Notice is hereby given that as from September 1, 1965, an extra copy of the invoice for the clearance of goods through Customs will be required from the importer.

'The extra copy should also be attached to the relevant copies of bills of entry at the time of lodging with Customs.'

Hints to Businessmen visiting Paraguay, Kenya, Sierra Leone and Panama

REVISED EDITIONS of the booklets on Paraguay, Kenya, Sierra Leone and Panama have been published in the series of 'Hints to Business Men'.

British businessmen who intend visiting these countries can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

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AUSTRALIA

Dumping duty on phosphoric acid

PHOSPHORIC ACID imported into Australia has recently been made the subject of a dumping duty under the Customs Tariff (Dumping and Subsidies) Act, 1961.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 4517/64.

VENEZUELA

Import licensing restrictions

BY RESOLUTION No. 1925 issued by the Venezuelan Ministries of Finance and Development on May 21, 1965 and effective from the same date import licensing restrictions have been imposed on the following:

Tariff No.	Description	Duty in Bolivars
721-03-02	Fluorescent tubes:	
721-03-02-1	Rectilinear of 20 and 40 watts (4)	1·20
721-03-02-2	Unspecified	1·20

(4) A previous importation licence required from the Ministry of Development.

The import licence requirements referred to in this resolution will not be applicable to imports protected by consular invoice whose date of certification was either on or before the date of publication of this resolution.

Higher duties on animal foodstuffs

BY RESOLUTION No. 1937, issued by the Venezuelan Ministries of Finance and Development on May 21 and effective from June 16, 1965, higher duties are imposed on certain animal foodstuffs as follows:

Tariff No.	Description	Duty in Bolivars
081-09-01-1	Preparations for immediate consumption:	
	(a) For dogs	1·20
	(b) For other animals, n.e.s.	0·15
081-09-01-2	Preparations in other forms:	
	(a) For dogs	1·20
	(b) For other animals, n.e.s.	0·15
081-09-02-5	Prepared animal feed, n.e.s.:	
	(a) For dogs	1·20
	(b) For other animals, n.e.s.	0·15

Import licence requirements

BY RESOLUTION No. 1926, issued by the Venezuelan Ministries of Finance and Development on and effective from May 21, 1965, import licences will be required for the following:

Tariff No.	Description	Duty in Bolivars
661-09-06	Waterproof coverings for buildings, n.e.s. (4)	0·10
664-09-05	Glass, n.e.s., in semi-manufactured forms (4)	

(4) A previous importation licence required from the Ministry of Development.

The import licence requirements referred to in this resolution will not be applicable to imports protected by consular invoice whose date of certification was either on or before the date of publication of this resolution.

Import licensing restrictions

BY RESOLUTION No. 1936, issued by the Venezuelan Ministries of Finance and Development on and effective from May 21, import licensing restrictions have been imposed on amplifiers as follows:

Tariff No.	Description	Duty in Bolivars
721-04-03-8	Amplifiers (4)	0·40
721-04-03-9	Loudspeakers	0·40

(4) A previous importation licence required from the Ministry of Development.

The import licence requirements referred to in this resolution will not be applicable to imports protected by consular invoice whose date of certification was either on or before the date of publication of this resolution.

Import licensing restrictions: automobile electrical accessories

BY RESOLUTION No. 1927 issued by the Venezuelan Ministries of Finance and Development on and effective from May 21, 1965, import licensing restrictions have been imposed on electrical accessories for motor vehicles as follows:

Tariff No.	Description	Duty in Bolivars
721-07-02	Electric horns (4)	0·05
721-07-04	Ignition coils (4)	0·05
721-07-05	Voltage regulators (4)	0·05

(4) A previous importation licence required from the Ministry of Development.
The import licence referred to in this resolution will not be applicable to imports protected by consular invoice whose date of certification was either on or before the date of publication of this resolution.

Import licensing restrictions: fishing nets and lines

THE BRITISH EMBASSY in Caracas report that by Resolution No. 1932 of May 21, 1965, and effective from the same date, import licensing restrictions have been imposed on fishing nets and lines as follows:

Tariff No.	Description	Duty in Bolivars
655-06-01-8	Twines for fishing or for fishing nets (4).	free
655-06-02	Nets and lines (except for sport) made of twine of any textile fibre (4). including fishing nets and fishing lines.	

(4) A previous importation licence required from the Ministry of Development.
The import licence requirements referred to in this resolution will not be applicable to imports protected by consular invoice whose date of certification was either on or before the date of publication of this resolution.

Import licensing restrictions: galvanized sheets and plates

BY RESOLUTION No. 1933 issued by the Venezuelan Ministries of Finance and Development on May 21, 1965, and effective from the same date, import licensing restrictions have been imposed on galvanized sheets and plates as follows:

Tariff No.	Description	Duty in Bolivars
681-07-02-2	Galvanized sheets n.e.s. (4)	0·10
681-07-02-3	Galvanized plates n.e.s. (4)	0·10

(4) A previous importation licence required from the Ministry of Development.
The import licence requirements referred to in this resolution will not be applicable to imports protected by consular invoice whose date of certification was either on or before the date of publication of this resolution.

(*Continued on page 1380*)

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VENEZUELA, *continued*

Import duties: curtain rails, etc.

THE BRITISH EMBASSY in Caracas report that the Venezuelan Ministries of Finance and Development have issued a Resolution No. 1929 of May 21 and effective from June 16, 1965, import duties will be increased on curtain rails and accessories as follows:

Tariff No.	Description	Duty in Bolivars
699-18-01-8	Iron and steel curtain rails and accessories . . .	15·00

Import duties: glass or crystal tableware

BY RESOLUTION No. 1928 of May 21 and effective from June 16, 1965, issued by the Venezuelan Ministries of Finance and Development, higher import duties have been imposed on certain items of glass or crystal tableware as follows:

Tariff No.	Description	Duty in Bolivars
665-02-03	Glass or crystal tableware decorated with or without delcaecomania or gold or silver paints	5·00
665-02-04	Of crystal, n.e.s.	6·00
655-02-05	Manufactured with a blow torch	100·00
Note: Included are articles obtained working glass or crystal in a paste with a glass rod.		
655-02-06	Of Glass decorated with delcacomania or gold or silver paints	3·00

Import duties: aluminium household ware

THE BRITISH EMBASSY in Caracas report that by Resolution No. 1935 of May 21 and effective from June 16, 1965, issued by the Venezuelan Ministies of Finance and Development, import duties have been increased on certain items of aluminium household ware as follows:

Tariff No.	Description	Duty in Bolivars
699-14-01-1	Kitchen ware:	
	(A) Pressure	0·20
	(B) Unspecified	5·00

Customs duty: powder puffs

BY RESOLUTION No. 1930 of May 21 and effective from June 16, 1965, issued by the Venezuelan Ministries of Finance and Development, customs duty on powder puffs has been increased as follows:

Tariff No.	Description	Duty in Bolivars
899-99-04	Powder puffs of any material	30·00 + 25% *ad val.*

COSTA RICA

Consumption tax on motorized bicycles motor cycles and motor scooters

BY DECREE No. 16, published in the Costa Rican *Official Gazette* on and effective from March 31, 1965, the following consumption tax has been imposed on motorized bicycles, motor cycles and motor scooters, that are locally assembled or imported.

The tax is as follows:

	Tax (Colones)
Up to 50 c.c.	150·00
From 51 to 100 c.c. . . .	175·00
,, 101 to 150 c.c.. . . .	300·00
Over 151 cc..	400·00

Consumption tax on ladies stockings

BY DECREE No. 15 published in the Costa Rican *Official Gazette* on, and effective from March 4, 1965, the following consumption tax has been imposed on ladies' stockings, silk and otherwise, that are imported or locally made.

The tax is as follows:

Cost (Colones)	Tax (Colones)
	per pair
Up to 3·00	0·30
From c 3·05 to 3·95	0·50
,, c 4·00 to 5·95	0·80
,, c 6·00 to 7·95	1·10
Over – c 8·00	2·00

The tax will be assessed on the f.o.b. factory value in respect of stockings manufactured in Costa Rica or the other countries of the Central American Common Market and on the c.i.f. value plus customs duties for stockings imported from countries outside the Central American Common Market.

EL SALVADOR

Exchange control

THE BRITISH EMBASSY in San Salvador have reported that the Central Bank of El Salvador recently issued further regulations governing exchange control the effects of which are as follows:

(a) Exchange permits for the import of machinery and raw materials for industry, including construction and export agriculture, may be approved by the Central Bank if payment is made within 360 days from date of shipment.
(b) Exchange permits for similar imports, if payment is made over a longer term than 360 days, require the approval of the Ministry of Economy before they are issued by the Central Bank.
(c) Exchange permits for consumer goods (including motor cars, but not lorries and buses) must be paid for within 120 days from the date of shipment.
(d) Contracts entered into before the issue of these regulations on May 19 will not be affected.
(e) The regulations do not apply to imports from the other countries of the Central American Common Market.

The British Embassy also reports that these regulations are subject to review, and a further notice will be published as soon as any additional information is available.

CHILE

Import regulations (1)

THE report from Santiago in the *Board of Trade Journal* of February 5, 1965, page 292, that Law No. 16,066 gives the Central Bank the power to reject applications for the registration of import, should be amended to read Law No. 16,101.

Import regulations (2)

IT HAS BEEN reported by HM Embassy at Santiago that, at its Session No. 328 which took place on May 17, the Executive Committee of the Central Bank ruled that registrations of imports must only be made for the f.o.b. value, plus freight and insurance. Any additional charges will be subject to confirmation at the time exchange cover is approved.

It has further been reported that, at its Session No. 330, which took place on May 26, the Executive Committee of the Central Bank adopted the following resolution.

Forward exchange contracts can be made for all goods subject to prior desposits of 100 per cent which are covered by bills of lading dated more than 120 days prior to January 31, 1965 and also for goods subject to prior deposits over 100 per cent covered by bills of lading dated more than 120 days prior to September 30, 1964.

Amendments to import list

THE FOLLOWING AMENDMENTS should be made to the New Chilean List of Permitted and Prohibited Imports, notice of which was

given in the *Board of Trade Journal* of December 25, 1964. The percentage of prior deposit required and tax surcharge payable (see Col. 4) are the same, unless otherwise stated. If no figure is given it should be understood that the percentages have yet to be fixed.

Section	Group	Item	Tax/Deposit
IX	45/53	Plasticisers for rubber and synthetic resins	12
XII	66	Cargo motor vehicles, with tipping hoppers, without cabin, with a maximum speed of 25 k.p.h.	200
XIII	79	Disposable equipment for intravenous transfusions.	17

Further amendments to import list

THE FOLLOWING AMENDMENTS should be made to the New Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentage of prior deposit required and tax surcharge payable (see Column 4) are the same, unless otherwise stated. If no figure is given, it should be understood that the percentages have yet to be fixed.

Section	Group	Item	Tax/Deposit
XIII	79	Replace the item: 'Virgin 16 and 35 mm. film' by: 'Virgin 16 mm. film' . . . . . . 'Virgin 35 mm. film'	 22 Free

COLOMBIA

Prior deposits on imports

THE BRITISH EMBASSY in Bogota reports that Resolution No. 17 of May 26. 1965, of the Monetary Board alters certain prior deposits on imports as follows:

Article 1
Prior deposit on imports of refrigerating lorries reduced from 120 per cent to 1 per cent.

Article 2
Prior deposit on imports of glass tubes for the manufacture of bottles and phials used in the pharmaceutical industry reduced from 120 per cent to 30 per cent.

PERU

Amendments to import tariff

IT HAS BEEN REPORTED in the Peruvian Journal *El Peruano* of May 22, 1965 that Supreme Resolution No. 462-H of May 11, 1965 modifies the nomenclature and duties payable of section 97.01.0.01 to read as follows: –

Item	Description	*Ad valorem* duty	Old duty	New Specific duty (Sucres per gross Kilo)
97.01.0.01	Wheels toys designed for riding by children; with or without ball-bearings; other than vehicles for transport, delivery and the like in position. No. 87.10 (amended description.)	50% 40%	10·00	40·00

The increase in duty laid down by this resolution shall come into force 90 days after publication in *El Peruano*.

UNITED STATES

Investigation of imports of clinical thermometers

THE UNITED STATES Tariff Commission have concluded an investigation under Section 351 (d) (2) of the Trade Expansion Act to determine the probable economic effect on the domestic clinical thermometer industry of restoring the trade agreement rate of duty on clinical thermometers. Under the Trade Expansion Act of 1962, the Commission's advice is to be taken into account by the President before he decides whether or not to reduce or terminate increases in import restrictions imposed in 1958 under the 'escape-clause' procedure.

Copies of the public report are available upon request as long as the limited supply lasts. Requests should be addressed to the Secretary, United States Tariff Commission, 8th and E Streets, N.Y., Washington D.C. 20436.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Federal Insecticide, Fungicide and Rodenticide Act

THE UNITED STATES Department of Agriculture has announced amendments to the regulations governing the labelling of economic poisons under the above Act. The amendments came into force on May 20, 1965.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456).

British Government offices in Winnipeg

THE TELEPHONE NUMBER of the British Government Offices in Winnipeg, has been changed to 942-3151 (4 lines). This number replaces those previously serving both the British Trade Commission (WH2-3153) and the British Information Services (942-6309).

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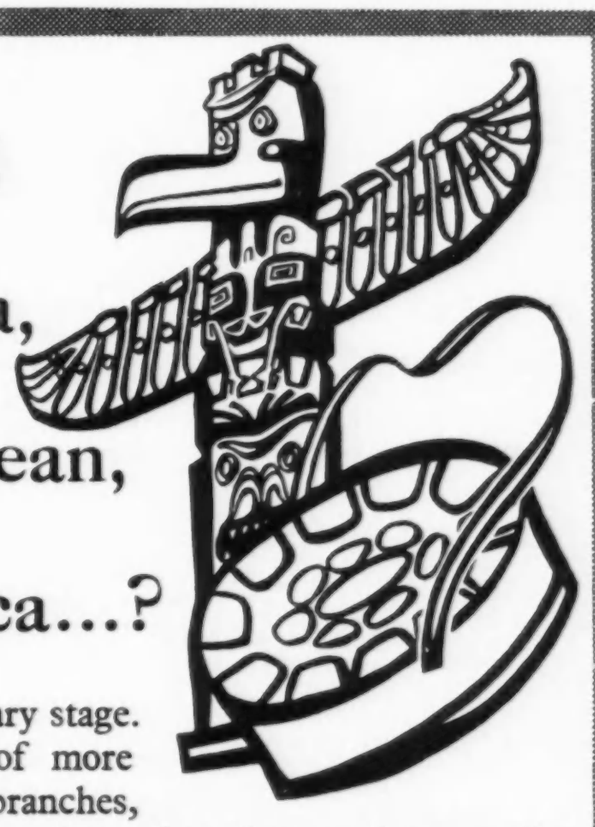

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IRISH REPUBLIC

Import quotas

THE GOVERNMENT of the Irish Republic have announced the following quotas under the Control of Imports Acts, 1934 to 1964:

Goods	Quota	Quota Period	Quota No.
Certain boots and shoes . . .	82,500 pairs	July 1, 1965, to December 31, 1965	3
Certain rubber boots and shoes .	75,000 pairs	July 1, 1965, to December 31, 1965	4
Certain metal screws . . .	36,300 gross	July 1, 1965, to June 30, 1966	38
Superphosphates	605 tons	July 1, 1965, to June 30, 1966	50

FRANCE

Liberalization of imports

THE LISTS of goods, published in the *Board of Trade Journal* of August 14, 1964, pages 358-360, remaining subject to quantitative restrictions in France when imported from and originating in the member countries of the former Organization for European Economic Co-operation and their dependent overseas territories, as amended by subsequent notices should be further amended as follows:

List 1

Tariff No.	Description
09.01	Coffee, whether or not roasted or free of caffeine; coffee husks and skins; coffee substitutes containing coffee in any proportion.
	Amend to read:
ex 09.01	Coffee, roasted, whether or not free of caffeine; coffee husks and skins; coffee substitutes containing coffee in any proportion.

FEDERAL REPUBLIC OF GERMANY

Standards of purity in food manufacture

TO MEET the requirements of the Federal German Food Laws the Federal Ministry of Health has issued general instructions laying down the standards of purity to be observed in the following: colouring matter, preservatives, bakery products, oil seeds with emulsions and confectionery derived therefrom, mushrooms and associated products and deep frozen foods.

These instructions are published as a special supplement to *Federal Gazette* No. 101 dated June 10, 1965, and may be seen (in German) at Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

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THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D5/4014 of June 1, 1965 (*Nederlandse Staatscourtant* No. 102 of June 1) contains an amendment (reproduced below) to the list of goods to be admitted free of import duty up to an annual quota specified against each item when imported from non-EEC countries.

Goods imported under the terms of this order may not be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.)

The order came into force from June 3, 1965.

AMENDMENT

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)	
		OLD (Prior to June 3, 1965)	NEW (From June 3, 1965)
73.02 E I	Ferro-chromium	200	400

A previous notice on The Netherlands Import Duty Tariff Quotas was published in the *Board of Trade Journal* of June 4, 1965, page 1274.

TURKEY

Goods held in Customs Houses

THE TURKISH authorities have published Decree No. 6/4476, dated April 3, concerning goods held up in Customs for various reasons and whose legal storage period was completed by December 31, 1964.

A further explanatory notice published in the Turkish Official *Gazette* on May 14 authorizes the clearance of these goods provided they are (a) included in any one of the 1st to 14th Import Programmes, and (b) not included in the list of goods liable to harm domestic industries.

If the foreign exchange payment has been made, the owners of the goods must apply to the Customs Offices with the bill of entry within a period of six months of May 14.

If the counter-value of the goods has not been transferred, their importation can be authorized if the Committee in charge of examining commercial disputes agrees to accept them, provided application for their importation is made within the six months' period detailed above.

Copies of the English version of the Decree, the explanatory notice of May 14 and the list of prohibited items may be obtained from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2497).

GREECE

Modifications to Greek customs tariff

THE GREEK Government Economic Council has decided to cut the duty on imported fresh beef and cheese and certain imported cattle by 50 per cent.

This 50 per cent reduction is now in force and affects the following imports:

Tariff No.	Description
01.02 A to D	Live animals of the bovine species (imported for slaughtering).
02.01 A 1 (a)	Meat of animals of the bovine species, fresh chilled.
04.04 B 1 and 2	Cheese, in brine (white cheese and touloumotyri); kefalotyri and kasseri (kaskavali).

Any inquiries about the above notice should be made to the Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4.

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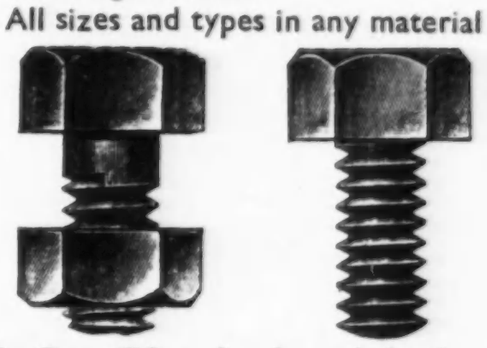

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	16 April 1965
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry – provisional (Q)	11 June 1965
– final (Q)	9 April 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	22 Jan. 1965
Cars and commercial vehicles (M)	28 May 1965
Catering trades turnover (M)	This week
Chemical industries production (6-M)	21 May 1965
Companies:	
Income and finance (Q)	14 May 1965
New companies registered (M)	21 May 1965
Property companies (A)	6 Nov. 1964
Credit:	
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	2 April 1965
Production, exports and orders (M)	28 May 1965
Film industry:	
British film fund agency returns (M)	28 May 1965
Cinema admissions and takings (M)	28 May 1965
Overseas payments and earnings (A)	25 Sept. 1964
Registration of films (A)	29 Jan. 1965
Trends in film-going (A)	25 Sept. 1964
Food consumption levels (A)	2 Oct. 1964
Foreign trade:	
Commonwealth trade (A)	30 Oct. 1964
Sterling area trade summary (Q)	21 May 1965
Trends in exports of manufactures (A)	27 Nov. 1964
World trade and production (Q)	4 June 1965
Foreign trade of the UK:	
Trade by air (6-M)	30 April 1965
Unit value and volume index nos. (M)	11 June 1965
Value of overseas trade (M)	This week
Gold and dollar reserves (M)	11 June 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	28 May 1965
Business (M)	11 June 1965
Industrial building:	
Provisional figures (Q)	28 May 1965
Industrial production:	
Census, first results (A)	27 Dec. 1963
Index nos. (M)	28 May 1965
N. Ireland index (M)	28 May 1965
Insurance companies:	
Assets (A)	26 June 1964
Transactions (Q)	2 April 1965
Investments and earnings overseas (6-M)	2 April 1965
Machine tools deliveries and orders (M)	This week
Pension funds:	
Assets (A)	10 July 1964
Transactions (Q)	5 Mar. 1965
Retail prices index (M)	28 May 1965
Retail trade:	
Index nos. (M)	11 June 1965
N. Ireland index (M)	28 May 1965
Shipping movement at UK ports (Q)	28 May 1965
Stocks:	
Manufacturers and distributors (Q)	11 June 1965
Retail (M)	28 May 1965
Textiles:	
Clothing and textile orders and deliveries (M)	21 May 1965
Man-made fibres production (M)	4 June 1965
Wholesale houses sales (M)	This week
Wool and cotton output (M)	21 May 1965
Tourism:	
International tourism (A)	28 Aug. 1964
UK tourist traffic (M)	30 Apr. 1965
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	26 Mar. 1965
Board of Trade Regional Organization	11 June 1965
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	30 April 1965
British Commercial Representatives Overseas	21 May 1965
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	14 May 1965
Official Receivers' Offices	29 Jan. 1965
United States Consular Offices in the UK	14 Aug. 1964

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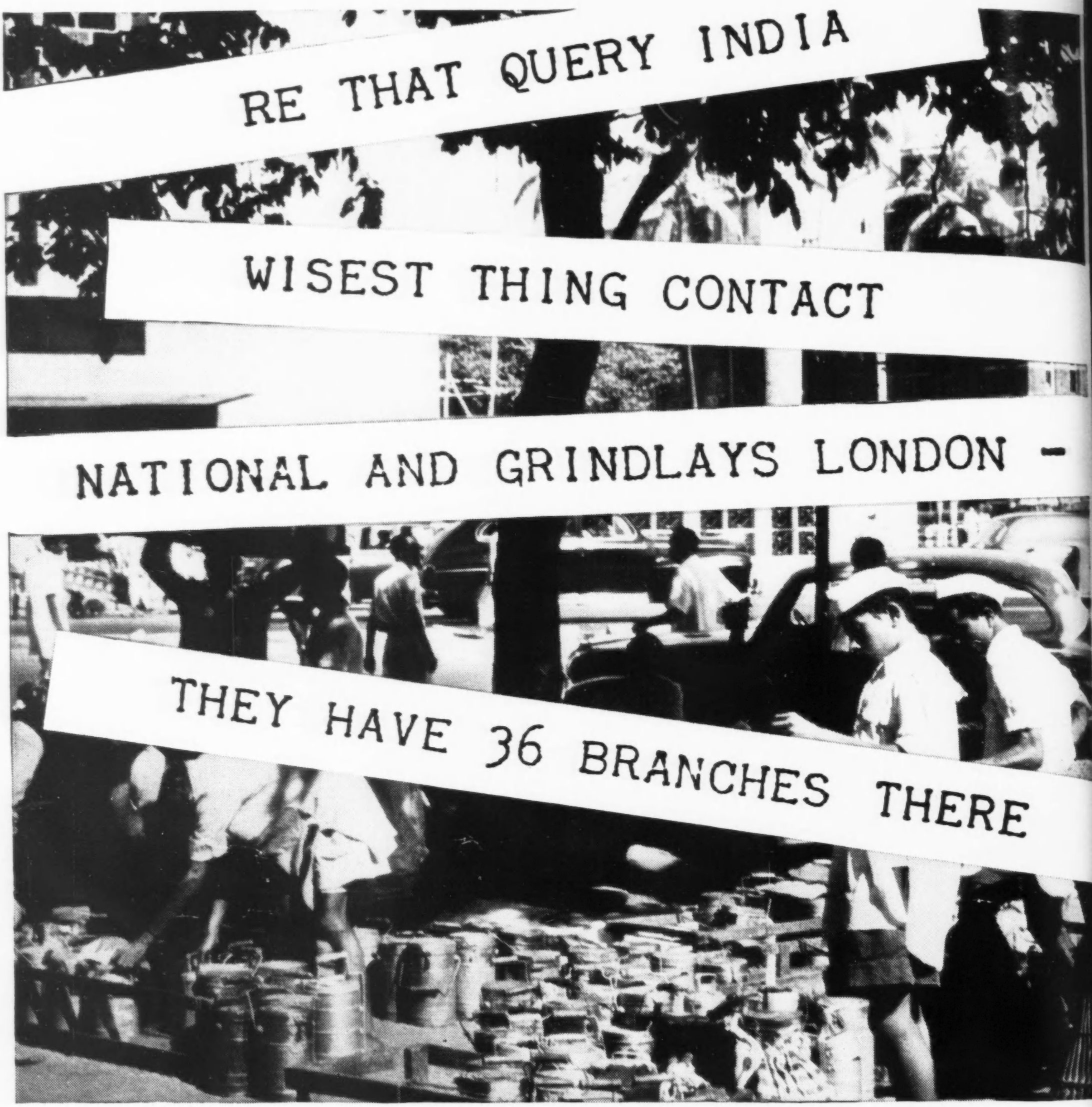

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